

# Managed Care Pharmacy Career Panel

Thursday April 9, 2015



## Speakers

Todd A. Hood, PharmD, MHA  
National Account Manager  
Celgene Corporation  
Cumming, GA

Sara Erickson, PharmD  
Health Outcomes Researcher  
MedImpact Healthcare Systems, Inc.  
San Diego, CA

Steven Zona, PharmD, MBA  
Clinical Pharmacist  
Community Health Plan of Washington  
Seattle, WA





## Careers In Managed Care Pharmacy

**Todd A. Hood, PharmD, MHA**  
National Account Manager



AMCP | Academy of  
Managed Care  
Pharmacy®

***“Your goals are the road maps that guide you  
and show you what is possible for your life.”***

**- Les Brown**



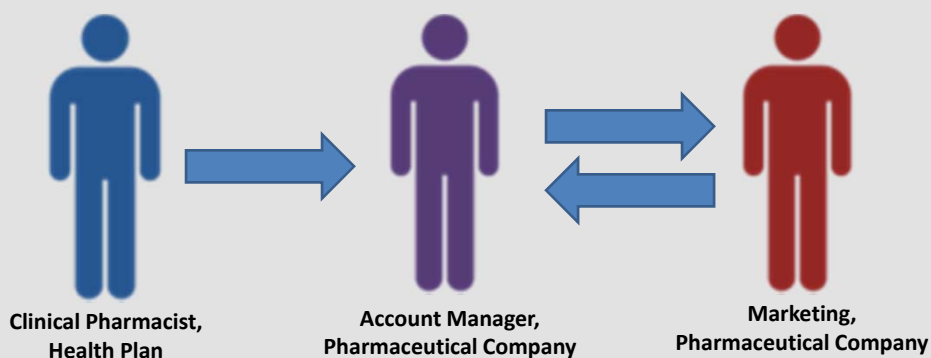
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## Professional Background

- **Education:**
  - David Lipscomb University, Bachelor of Science
  - Samford University, Doctor of Pharmacy
  - Seton Hall University, Master of Healthcare Administration
- **Residency:**
  - Blue Cross and Blue Shield of Alabama



## Post Training Experience



Managed Care Residency Established  
Firm Foundation for Growth



## Pharmacist Roles In Pharmaceutical Industry

### Medical & Regulatory

Medical Liaison

Regulatory Affairs

HEOR

Medical Information

### Commercial

Sales (Representative, District Manager, Regional Director)

Marketing (Brand & Payer)

Account Management (Payer & Trade)



## Recommendations for Post Training Success

- Become involved in AMCP at your school chapter level and nationally
- Invest the time into a residency as it establishes a broad foundation for growth
- Accept challenging roles and projects to develop skill set for future growth



# Careers In Managed Care Pharmacy

Sara C. Erickson, PharmD  
Health Outcomes Researcher



## Professional Background

- **Education:**
  - University of San Diego, Skaggs School of Pharmacy and Pharmaceutical Sciences
- **Residency:**
  - Managed Care Pharmacy Residency at OptumRx
- **Work:**
  - OptumRx
  - MedImpact Healthcare Systems, Inc.



## What is Outcomes Research?

- Outcomes research seeks to understand the end results of particular health care practices and interventions.

Effectiveness

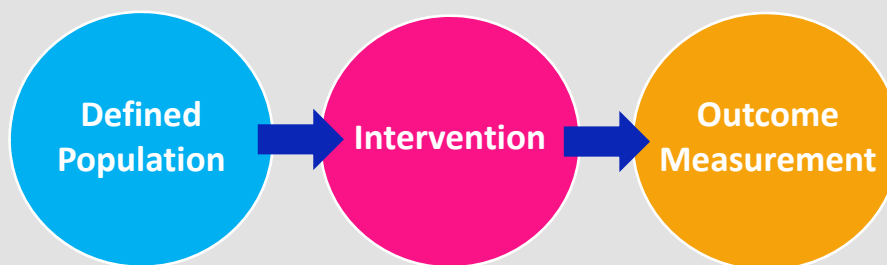
Efficiency

Safety

Patient Satisfaction

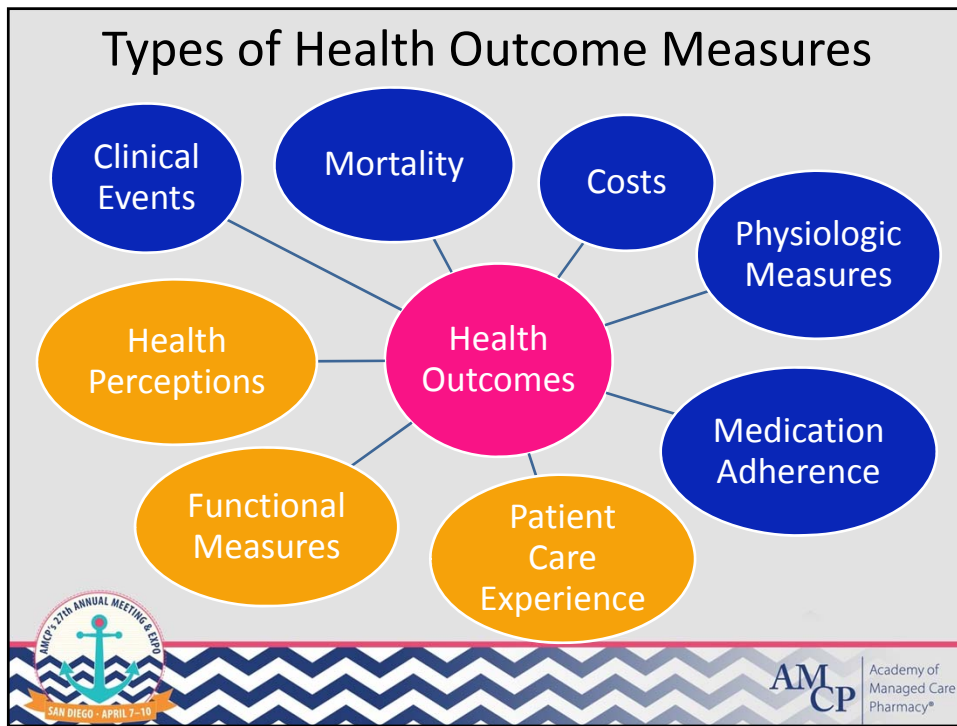


## Why Measure Outcomes?



*You can't improve what you don't measure!*





- ### Suggested Training
- Fellowship/MS or PhD in one of the following areas:
    - Health Outcomes Research
    - Health Policy
    - Pharmaceutical Administration
    - Epidemiology
    - Pharmacoeconomics
- AMCP 27th ANNUAL MEETING & EXPO  
SAN DIEGO - APRIL 7-10
- AMCP Academy of Managed Care Pharmacy®



# Careers In Managed Care Pharmacy

Steven Zona, PharmD, MBA  
Clinical Pharmacist

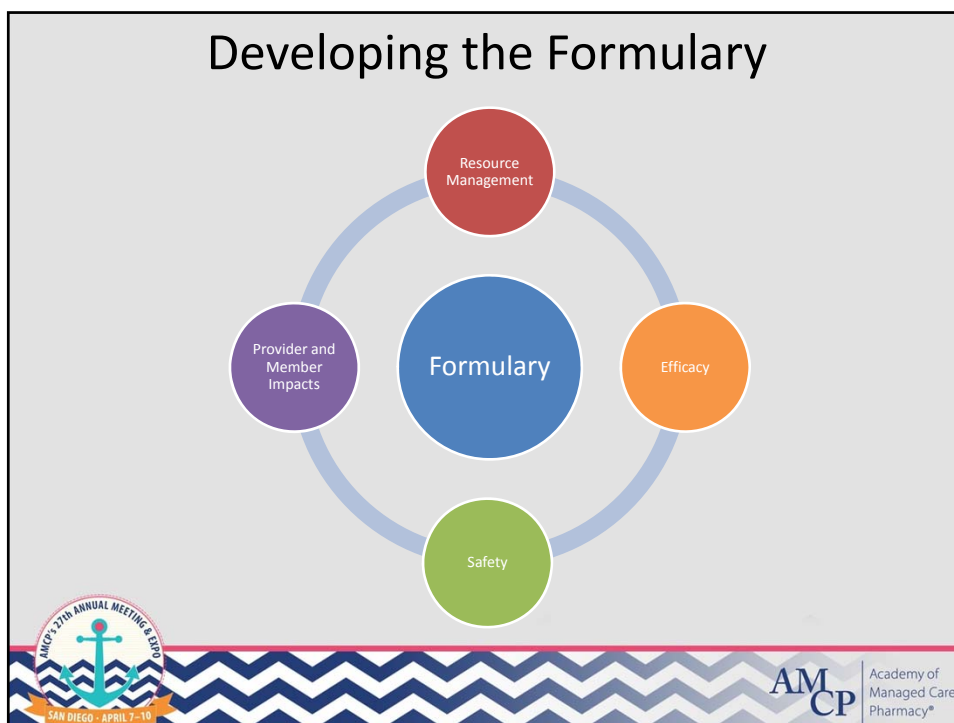
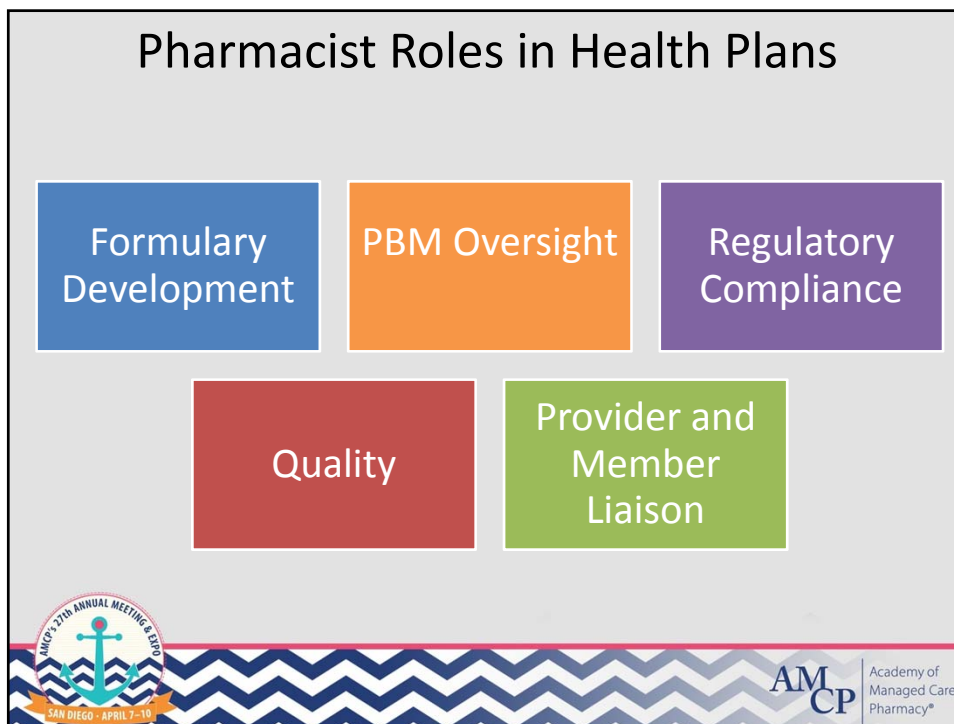


## Professional Background

- **Education:**
  - University of Pittsburgh, School of Pharmacy
  - Penn State University, Master of Business Administration
- **Work:**
  - Target Pharmacy
  - Community Health Plan of Washington







## Future of Formulary Management

- Growth in specialty pipeline
- Increasing specialty medication cost trends
- Managing across the medical and pharmacy benefit
- Biosimilars
- New regulations and quality measures (CMS STARS, Marketplace Health Plans, etc)

