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

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

- Les Brown
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

- Clinical Pharmacist, Health Plan
- Account Manager, Pharmaceutical Company
- Marketing, Pharmaceutical Company

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?

Defined Population  Intervention  Outcome Measurement

You can’t improve what you don’t measure!
Types of Health Outcome Measures

- Clinical Events
- Mortality
- Costs
- Physiologic Measures
- Medication Adherence
- Health Perceptions
- Functional Measures
- Patient Care Experience

Suggested Training

- Fellowship/MS or PhD in one of the following areas:
  - Health Outcomes Research
  - Health Policy
  - Pharmaceutical Administration
  - Epidemiology
  - Pharmacoeconomics
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
Pharmacist Roles in Health Plans

- Formulary Development
- PBM Oversight
- Regulatory Compliance
- Quality
- Provider and Member Liaison

Developing the Formulary

- Formulary
- Efficacy
- Safety
- Resource Management
- Provider and Member Impacts
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)