

**Job Title:** Policy Development Representative

**Job Description:**

**A: Purpose and Scope:**

The Policy Development Representative will be responsible for obtaining positive coverage decisions from government and non-government payors throughout the US on behalf of TRG client products and/or services. The PDR will work closely with all Sales & Marketing personnel to build relationships with Managed Care Payors, Employers Groups, and Workers' Compensation Organizations. The PDR maintains a thorough knowledge of each contract's status, coverage terms, billing, authorization and coding requirements.

**B: Responsibilities**

- Communicate with Payors in pursuit of positive coverage decisions for client product line(s).
- Clear understanding of existing peer-reviewed documentation of efficacy and safety of device(s).
- Ability to communicate clearly and succinctly at all levels including managers, senior managers, medical staff, and committees.
- Develop outstanding external relationships with customers (i.e. payors, HMO, PPO, Regional Medicare Providers), site of care customers, and employers
- Assist in the development and delivery of educational updates on reimbursement/coverage systems for the field sales organization
- Assist in the development of sales aids and reimbursement tools
- Incorporate reimbursement, economics, and payor issues and perspectives as part of ongoing account responsibilities and clinical study design process
- Assist with government efforts, as needed.

**Job Requirements:**

- Ten (10) years experience policy development and coverage determination process.
- Basic coding knowledge preferred
- Some clinical background strongly preferred
- Understanding of physician practice workflows and office functions
- Demonstrated communication skills (written and verbal)
- Good computer skills necessary (Microsoft Office Suite)
- Managed care experience required
- Up to 50% Travel required.

**A. Education and Training**

- B.S./B.A. degree required
- Masters degree strongly preferred
- Orthopedic industry experience preferred.

## B. Technical Requirements

Microsoft Office Suites