

## **Job Title:** Provider Relations Representative

### **Job Description:**

#### **A: Purpose and Scope:**

The purpose of this position is to develop liaison with physician customers and sales representatives to develop favorable and workable third party payor contracting terms specific to [TRG client products and/or services](#). This position is responsible for educating customers on coding and claim submission requirements, as well as identifying and resolving customer reimbursement issues.

#### **B: Responsibilities**

- Responsible for the identification of reimbursement issues (coding, coverage, and payment) in support of company products
- Develop outstanding external relationships with customers (i.e. payers, HMO, PPO, Regional Medicare Providers), site of care customers (hospital systems, surgeons, ambulatory surgery), and employers
- Assist in the development and delivery of educational updates on reimbursement/coverage systems for the field sales organization
- Assess reimbursement environment (coverage, coding and payment) for new products and procedures
- Implement reimbursement strategies that proactively integrate and align with marketing and sales strategies
- Assist in the development of sales aids and reimbursement tools
- Incorporate reimbursement, economics, and payer issues and perspectives as part of ongoing account responsibilities and clinical study design process
- Analyze impact of major changes in reimbursement environment (e.g., Medicare Prospective Payment System)

#### **Job Requirements:**

- Basic coding knowledge required.
- Strong understanding of physician practice workflows and office functions.
- Demonstrated skills in team leadership, strong communications (written and verbal), presentation skills and large payor experience preferred.
- Managed care experience a plus.
- 20% Travel required.

#### **A. Education and Training**

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

#### **B. Technical Requirements**

Microsoft Office Suites