

Job Title: Reimbursement Consultant

Job Description

Purpose and Scope:

- The purpose of this position is to support activities related to sales and services offered by TRG to physician and hospital clients.

Responsibilities:

- Establish relationships with key policy makers and influential groups within the payor and reimbursement market sector including payor medical directors, influential professional societies, and advocacy groups.
- Ability to monitor and research reliable information about CMS and Commercial Payor policies and program changes in order to communicate to staff. Stay abreast of reimbursement and market trends, developing market trends, upcoming changes in reimbursement policy in both private and public sectors, and anticipate and implement appropriate changes to strategy.
- Assist in the development of strategy for product launch, marketing of new products, and/or designing studies that produce clinically and economically relevant information.
- Work closely with sales organization to help resolve customer issues around patient access as it relates to reimbursement and customer's access to products. This includes providing reimbursement assistance and coaching to both internal and external customers.
- 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.
- Project management experience.

Job Requirements:

- Minimum five (5) years Reimbursement Field experience required
- Knowledge of public and private payor policies and the processes involved in creating new policies
- Flexibility to work from a home-office location
- Some clinical background strongly preferred
- Understanding of physician practice workflows and office functions
- Demonstrated communication skills (written and verbal)
- Managed care experience a plus
- 50% Travel required

Education and Training

- Bachelor's degree required
- Master's Degree preferred (Business or Healthcare Administration preferred)
- Certified Professional Coder with strong medical device or pharmaceutical background

Technical Requirements

- Strong computer skills necessary (Microsoft Office Suite)