



CRUMDALE
— PARTNERS —

Associate Vice President of Clinical Strategy & Solutions

Workplace type: Onsite preferred (Paoli, PA), Remote, or Hybrid

Job type: Full-time

Reporting to: Eric Emerson, Vice President of Clinical Strategy & Services

Company Overview:

[Crumdale Partners](#) is a diversified insurance firm with deep employee benefits expertise and experience that provides contract negotiation services and harnesses unique alternative risk financing methods. Together with innovative benefits consultants across the country, we work to lower employee benefit costs, enhance benefit coverage and implement contracts that deliver market leading performance for employers and better outcomes for employees.

Position Summary:

The Associate Vice President (AVP) of Clinical Strategy & Solutions is a pharmacist who provides pharmacy strategy, financial and clinical consulting for employers across all pharmacy solutions. In this role the AVP will use their deep understanding of the pharmacy/healthcare landscape and pipeline, as well as strong clinical, analytical, financial, and business skills to develop and present a comprehensive strategy aligning to and supporting the client's strategic goals from a clinical care and financial perspective. This role must have proven experience providing clinical recommendations to self-funded employer groups. The successful individual will have a strong understanding of the pharmaceutical products/pipeline, PBM marketplace, PBM clinical programs, pharmacy claims, and managed care.

About the Job:

- Recommend new clinical strategies to improve the health of our groups, lower trend, and promote savings by analyzing and interpreting prescription claims data
- Provide oversight of clinical programs
- Accountable for developing and presenting strategies to enhance pharmacy benefit savings for employers
- Clinical liaison for internal partners including account management, sales, underwriting, pricing, finance, and leadership
- Develop clinical materials and presentations for sales and marketing
- Provide clinical support to Specialty Solutions team including directly interacting with brokers, clients, patients, providers, and manufacturers
- Client-facing and direct interaction with PBM leadership teams, Rx vendor partners, brokers, and clients
- Meet with brokers and clients to discuss clinical trends, review relevant pharmacy data, and provide recommendations/supportive rationale for clinical management strategies



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- Support the VP of Clinical Strategies & Solution in the development of new offerings for employer groups
- Support growth of pharmacy products, as well as assist in developing a robust clinical management playbook for client management
- Translate and decipher how current pharmacy/healthcare trends will affect our group's clinical strategies
- Provide drug information and act as the clinical consultant/subject management expert on the account management team
- Proactively make recommendations for clients to stay ahead of the curve regarding drug pipeline activity (new generics, new brands, new clinical rules, and specialty)

Qualifications & Skills:

- Current U.S. Pharmacist License
- 5+ years of pharmacy consulting experience at a PBM or a Health Plan
- 3+ years of client facing experience preferred
- Deep knowledge of pharmaceutical products/pipeline, PBM industry, PBM clinical programs, pharmacy claims, and managed care
- Strong communication skills, both written and oral presentation skills
- Ability to manage expectations and timelines internally and externally at all levels of an organization
- Strong clinical knowledge, particularly with specialty medications
- Ability to prioritize and handle multiple projects and clients with dynamic and shifting timelines
- Lead/oversee multiple, unique clients from a clinical perspective
- Proficiency in using Microsoft applications
- Quick study, high energy, self-starter, approachable, and collaborative
- Influential and impactful presentation and communication skills
- Strong business acumen
- Flexibility, keen to improve organizational effectiveness
- Excellent presentation and client relationship skills needed to facilitate upsell of clinical programs and retain clients
- Strong analytical and problem-solving skills
- Strong focus on book of business client satisfaction and client retention results
- Demonstrated ability managing projects, utilizing proven project management processes
- Ability to work cross-functionally to proactively communicate and to resolve issues with the highest sense of urgency
- Must have the ability to work on multiple tasks, prioritize, resolve complex issues, and have strong project management skills
- Ability to learn multiple internal reporting and analytic tools for client management
- Ability to travel overnight up to 20%

Education:

- PharmD
- MBA is a plus



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Benefits:

- Medical insurance
- Dental insurance
- 401(k)
- Flexible PTO