

Interested Parties should contact:
Keith Ryan kryan@geneousbiomedical.com
508 359 4120



Position Director, Reimbursement
Location Miami, FL
Reports to: President & CEO

POSITION SUMMARY:

This position is to coordinate the development of reimbursement strategies, coding payment/coverage petitions from the government and private carriers, and manage the hot line services provided by the reimbursement consultants, and communicate/report the activities with the sales team and the top management.

This position will also be in charge of supply code related government reporting of product cost, if required.

DUTIES AND RESPONSIBILITIES:

1. Coordinate and manage the development and implementation of key national, local and regional plans from the government and commercial payers:
 - Identify the managed health care opportunities and barriers to entry. Coordinate with assigned payers and providers to establish or change coverage and payment policies.
 - Develop and manage a network of payer reimbursement contacts and data to assist in the research and tactical implementation of the payer plan.
2. Work with internal staff and external reimbursement consultants to develop tools for customers focused on creating access for patients, through accurate and current coding information.
3. Take the lead to coordinate and track situational reimbursement/coverage related issues with the consultants as they arise.
4. Provide accurate and current information to customers to support field sales through management of reimbursement issues and programs, interpretation of policy and training of physicians, facilities and staff members in reimbursement and coding.
5. Working with our hot line agency, assist customers, with achieving appropriate reimbursement and understanding reimbursement tactics for meeting payer requirements of documentation for medical necessity.
6. Provide marketing collateral materials to payer organizations to optimize product reimbursement.
Provide presentations to payers to establish and/or improve reimbursement coverage policies, coding and payment assignments utilizing available resources:
 - Health Economics
 - Comparative Effectiveness Data
 - Key Opinion Leader Physicians
7. Respond to coverage, coding, and payment inquiries from providers by offering objective information based upon qualified and recognized sources that may assist the physician in making an informed coding determination based on the procedure to be performed with a product.

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8. Track payer/provider trends by geography.
9. Work with top management, consultants, and medical societies representing physician customers to achieve appropriate coding and payment.
10. Assist and manage the hot line consultants to:
 - Develop and distribute pre-authorization materials, accurate information to customers; track and report on trends
 - Addressing appeals for authorization and payment
 - Promote reimbursement support and represent the company to external customers
 - Remain aware of changing reimbursement environment by interacting with field contacts, attending professional seminars/conferences and reading industry journals and web news.
 - Evaluate levels of customer support and improve them.
11. Other duties and responsibilities may be assigned as required.

BACK-UP and SECONDARY DUTIES AND RESPONSIBILITIES:

1. Any secondary duties and responsibilities shall be taken upon as deemed necessary by business requirements.

POSITION EXPERTISE/QUALIFICATIONS:

- BA/BS Minimum
- 8+ years of experience in reimbursement strategy and healthcare policy development;
- Knowledge of managed care and health insurance industry;
- Demonstrated knowledge and experience in payer (Medicare, Medicaid, and Private) policies, reimbursement process, the health care legislative environment and provider issues;
- Experience in interacting effectively with payer decision-makers, health care reimbursement professionals and local carrier medical directors.
- Ability to work with organizational decision makers – marketing, regulatory and sales managers and sales representatives.
- Organization and Project management skills.
- Effective communication and presentation skills.
- Attention to detail.
- High reasoning ability.
- Be proactive, analytical, organized, detail oriented, highly motivated, and a team player
- Proficient in Microsoft software applications: Excel, Word, and Outlook.
- Roll-up-the-sleeves attitude and a hands-on approach.