

Andrea L. Metcalf

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FIELD REIMBURSEMENT MANAGER

Psychiatry and Neurology experienced Regional Patient Access Manager with two years experience in reimbursement support of specialty medications for movement disorders. Excellent reputation for resolving problems, improving customer satisfaction, and driving overall operational improvements. Prior authorization certified specialist.

2-3 sentences highlight years of experience, relevant skills, education or certifications and professional achievements.

PROFESSIONAL SKILLS

**Psychiatry and Neurology
Reimbursement**

Relationship Building

Stakeholder Relations

Effective at Multi-tasking

**Specialty Pharmacy
Process**

HUB Management

Self-Motivated

Territory Management

Self-Starter

Persistence, Tenacity

Emotional Intelligence

**Seeker of solutions and
answers**

PROFESSIONAL EXPERIENCE

Neurocrine Biosciences

2019 to Present

Regional Patient Access Manager | 2022 - Present

my primary responsibilities in my role, people I collaborate with, products, geography, 1-5 short sentences

- Patient Services Internship
- National Pharmacy Lead for Remedi and Communicate
- Regional Lead for Humana
- New Hire Mentor

Neuropsych Specialist | 2019 - 2022

Responsible for strategic prospecting and account management with pharmacies, physicians and office staff in a Cincinnati (and briefly Detroit) territory that includes training and education of product and disease state, documentation requirements and resolution of medication access issues.

- Sales Ops System Lead for Central Zone Team
- Patient Portal Team

Shionogi, Inc

2018 to 2019

Senior Sales Consultant | 2018 - 2019

Specialty representative in Dayton/Columbus/Toledo that re-launched a previously co-promoted product with Purdue Pharma.

- I don't have any

Purdue Pharma

2015 to 2018

Account Territory Business Manager | 2017 - 2018

Developed and executed account business plans for ACO's, IDN's, LTC facilities, CD pharmacies, academic medical centers and military treatment facilities in Ohio and Kentucky. Collaborated with three regional sales managers, eleven territory business managers, national and regional managed markets executives and government affairs to achieve annual goals for promoted brands.

- Formulary win in a military treatment facility
- Rescued a partnership with an IDN that is an established market leader in five major areas by problem solving misperceptions within the account and collaborating with internal customers

Territory Business Manager | 2015 - 2017

Specialty pain care representative in Dayton/Cincinnati that achieved strong business performance through solutions-oriented approach working with multiple specialists, office managers, care coordinators, nursing directors and prior authorization coordinators.

- President's Club Award
- Achieved top 10% in region for number of prescribers and #1 in the state for launch to date prescriptions with company's first OIC medication
- Climbed to top 25% in only 6 months (ranked #11 of 44 before responsibilities changed)

Merck & Co.

2007 to 2015

Senior Customer Representative | 2007 - 2015

Responsible for managing a Dayton/Cincinnati territory and increasing sales in allergy, asthma, insomnia, antibiotics and diabetes products with a diverse group of specialists, hospitals and pharmacies.

- President's Club Award
- State Formulary win
- District Culture MVP Award
- Change Agent
- District Leadership Award
- Hospital formulary win

Cephalon, Inc.

2003 to 2007

CNS Specialist | 2003 - 2007

Responsible for strategic prospecting and account management in a Dayton/Cincinnati territory that included education of product and documentation requirements for medication access for a portfolio of products sold to multiple specialists.

- National Formulary win
- Area Representative of the Year
- Representative Advisory Panel

EDUCATION

University of Dayton

Master of Science

- Graduate Assistant

Ohio University-Main Campus

Bachelor of Science

- Cum Laude
- Resident Assistant