

# Gregory M Novarro

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## Pharmaceutical District Sales Manager

4-Time President's Club (top 5-10%) and Multiple Award-Winning Pharmaceutical Sales Medical Science Liaison with a unique clinical nurse, nursing instructor, and nurse practitioner background. An exceptional clinical background with the ability to formulate consultative discussions with healthcare providers and staff. In-depth managed care knowledge with firsthand experience managing prior authorizations, collaborating with insurance company medical directors, documenting specific patient pre-approval standards, and being an advocate for patients in need. Managed care pull-through as a pharmaceutical sales representative helping patients, physicians, and staff obtain medically necessary medications. Various disease state specialty experience, including Covid-19, Schizophrenia, COPD, Diabetes, Hypertension, Cardiology (CHF), Cold/Flu, Asthma, Allergy, and Dermatology. Seeking a position as a field reimbursement manager.

## PROFESSIONAL SKILLS

*Complex Reimbursement Solutions*

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## EXPERIENCE

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ABS Pharmaceuticals

Jan 2015 to present

Regional Sales Manager | Feb 2018 - present

Provides field medical support covering Georgia and Northern Florida for Pfizer's oral antiviral team. Supported the official launch and transition from emergency use authorization (EUA) of Paxlovid (nirmatrelvir-ritonavir). Represent safe and appropriate use of products within the label, adverse event education and reporting requirements, and reactively respond to UMRs and triage requests. Accomplished by providing information on published or poster data through Standard Response Documents, relevant and current education and information, and face-to-face or virtual meetings to accommodate HCP/KOLs needs.

- Pfizer's Outstanding Achievement Award Winner in August of 2023 for contributions to Paxlovid's launch
- Responsible for medical peer education, objection handling, and clinical presentations
- Deliver medically relevant off and on-label content related to COVID-19 and Paxlovid
- Responsible for launching and training Lucira-Pfizer Diagnostic Test for COVID19/FLU (9/2023-present)

## **Schizophrenia Product Educator | Jan 2015 - Feb 2018**

Neuroscience Field-Based Medical Staff reporting through Syneos Medical Affairs. Delivered medically relevant content related to products and device training of injectables for Schizophrenia. This included proactive education on the safe and appropriate use of products, including proper dosing and delivery of medicines. Responsibilities included Adverse event education and reporting requirements, reactively responding to MIRs by providing information on published or poster data through Standard Response Letters, and providing relevant and current educational information. Met face-to-face or virtually to accommodate HCP/practice needs for four states (GA, TN, SC, and NC).

- 2021 - Launch for Hafyera Injectable for Schizophrenia

## **FLOYD MEDICAL CENTER/PRIMARY CARE**

Aug 2010 to Dec 2014

### **Urgent Care Nurse Practitioner | Aug 2010 - Dec 2014**

Provided medical care for patients in the Urgent Care and Primary Care environment, including cold, flu, dermatological issues, cuts, sprains, COVID-19, and many other minor emergency conditions. Conditions included COPD, diabetes, hypertension, etc.

- Provided clinical instruction/supervision to Nurse Practitioner students. Preceptor / Evaluator for new Nurse Practitioners during their "Residency Period" in the Floyd System.
- Collaborated with Medical Directors, CEOs, Directors, and other PCPs in the system to identify and improve potential barriers to patient care
- Handled Managed Care related concerns with medications, completed PAs, collaborated with Pharma Sales Reps on medication coverage, and billing/coding

## **MERCK & CO**

2005 to 2010

### **Executive Sales Representative | 2005 - 2010**

Responsible for educating physicians and staff on diabetes treatment and the benefits of products. Provided education on managed markets to HCPs and office staff, the approval or denial of medication, and how to obtain Patient Assistance/PA and full patient access to medications.

- Vice-President's Award Winner (top 5%) 2012
- 3-Time Director's Award Winner (top 10%) 2006, 2008, 2017

- Award of Excellence Sales 2016

## EDUCATION

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Bentley University

*Bachelor of Science in Business Management*

## Additional Relevant Information

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American Diabetes Association Served as Captain for the Step Out Walk for Diabetes 2013-2017  
Volunteer at Local Soup Kitchen Organizer Merck for Mothers (Piedmont Region) Organized other  
Community and Regional Philanthropy Projects for Merck Junior Service League for Polk County