



Specialty Pharmacy Technologies - Management Consultant

The Role

As a Specialty Pharmacy Technologies Management Consultant, you will focus on automating specialty pharmacy in a standardized manner. You will leverage your expertise to recognize potential solutions, work across stakeholders to understand the existing workflows, recommend potential standards, tools and vendors to improve solutions and also work alongside clients to develop plans or actually implement solutions. As you work with disparate clients and domains, you will gain additional expertise that can be leveraged for other clients. This role will have a high level of contact with clients on a day to day basis and will need to be proactive and responsive as needed.

The Experience You'll Need

- Knowledge of the specialty pharmacy arena including the current existing and future state of technology, emerging regulatory landscape, named and emerging standards, vendors and models that automate drug management processes e.g., NCPDP SCRIPT, HL7, X12, DIRECT Messaging
- Excellent communications skills: verbal, presentation and written
- Strong listening skills, especially the ability to identify business needs
- 4-6 years of experience working for a stakeholder in specialty pharmacy.
- Strong organization and project management skills.
- A self-starter. and high emotional intelligence

What You'll Do

- Our clients seek to understand sentinel events, market trends and information about automating specialty pharmacy transactions -- many of which remain stranded in paper, fax, phone and portal -- into workflow-friendly, standardized manner. Your role is to research, understand, and communicate these to clients verbally, in presentations or in writing what it/they mean and how changes may impact them.
- Provide your knowledge and expertise – both what you bring as well as what you learn working for our practice – to the management of multi-stakeholder programs and projects by sharing best practices and lessons learned that can be applied, modified or customized to their specific program.
- Clients turn to us to help them understand the strengths, weaknesses, opportunities and threats of current specialty pharmacy-related products and services, and how to package, price, position and promote their capabilities and services. Your role initially will be to serve as a subject matter expert to product strategy efforts, and may evolve to ultimately leading such efforts.

- Companies will seek to enhance or modify their role in specialty pharmacy. You will be part of a team that develops the market and product strategies to advance our clients' priorities and position in the market.
- You may be required to coach clients on how to obtain budget or senior management support for projects, or how to navigate industry opportunities.
- You will be asked to analyze business processes, and recommend modifications to improve efficiency or revenue.
- Integral to your work is conducting primary and secondary research of specialty pharmacy existing and emerging technologies, vendors, market trends, etc. As part of this research, you will be surveying and interviewing industry executives and thought leaders.
- You will be involved in the analysis and evaluation of systems and business models, including the development of models to determine the return on investment of specialty pharmacy technologies.
- You will participate in industry efforts to help reduce the time it takes to get patients on therapy for specialty medications including potential leadership roles and participation in standards development organizations (e.g., NCPDP, HL7)
- You will be expected to advance Point-of-Care Partners' thought leadership in specialty pharmacy by contributing to the company's newsletter, blog, and webinars.
- As part of the project team, you will manage client expectations and help scope and define consulting projects.

About Point-of-Care Partners

[Point-of-Care Partners](#) (POCP) is a leading management consulting firm assisting healthcare organizations in the evaluation, development and implementation of winning health information management strategies in a rapidly evolving electronic world. Our deep bench of domain experts provides consulting services to healthcare organizations on a range of issues critical to both business performance and improving care outcomes. You will be a key member of this team.

We are committed to the professional growth of all employees, and our culture is one of putting our families first and having fun while still working hard. On the leading edge of the evolution of health care, we are proud to be making a difference by helping companies put patients first and either operate more efficiently or increase revenue that can result in a more affordable healthcare system. We are also committed to giving back by supporting charitable organizations and providing in-kind services to organizations dedicated to healthcare process improvement.

Additional Information

This position is initially a part-time (~20 hours per week) telecommuting role with an opportunity to grow into full-time.

The successful candidate can be located and work anywhere in the continental U.S. Work hours trend toward eastern time zone.