**Michael J. Hamilton**

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**Executive Profile**

Negotiator, Business Development and Sales professional with 20+ years’ experience managing complex, geographically diverse organizations, employees, and operations. Skilled negotiator and manager of multi-million dollar contracts with expertise in new business development, marketing, and P&L oversight. Significant expertise in a variety of municipal, state, and federal compliance requirements for managed health operations.

Key experiences include responsibility for all aspects of managed care contracting worth over $1.5 billion per annum, providing regulatory and compliance oversight for start-ups and Fortune 1000 companies, and managing a sales and marketing force of 435 commissioned brokers.

**Areas of Expertise**

Managed Care Operations Compliance Business Development Sales

Government Affairs Contract Strategy Marketing

**Professional Experience**

**Sears Holding Corporation 2009 – June, 2012**

**Director, Managed Care Services** Hoffman Estates, IL

**Management**

* Managed all aspects of managed care and pharmacy benefit manager contracting, worth over $1.5 Billion per annum, for 1000 K-Mart pharmacies in 46 states.
* Developed strategies and directed government affairs teams representing all stores in work with trade associations.

**Contract Negotiations**

* Negotiated contracts and managed accounts for all non-procurement products such as products covered by Medicare Part B and business intelligence purchased for analysis by 3rd parties.
* Lead a team responsible for all analytics of pharmacy critical to success of negotiations.

**Marketing**

* Direct responsibility for all Managed Care marketing, estimated at $2.2mm per annum
* Responsible for marketing between health plans, PBM, and third parties
* Developed marketing portfolio for 45 clients, as well l as managing pricing of said platforms

**Achievements**

* *Revenue Enhancement:* Designed program, formulated terms, and negotiated the contract for a deal with a major Pharmacy Benefit Manager/ Prescription Processor that delivered $240M in sales and $5M savings.
* Created new pricing plan.
* Increased reimbursement rates.
* Expanded customer base and market share by restricting competitor access to the network and requiring specific clients/companies participation in the plan.
* *New Business Development*: Developed, implemented and managed a business-to-business prescription program that procured 1.1 million additional patients and generated over $5.4 million in sales and $2.2 million in margin on a monthly basis.
* Developed pricing plan.
* Created and coordinated delivery of back-office support requirements.
* *Improved Operations*: Designed and implemented a solution to an accounts receivables problem program that resulted in reducing 32 days to 22 days outstanding recouping $5M in margin per annum.
* Conducted new vendor and tool search, defined the business requirements, prepared the business case, directed the internal capital expenditure approval process, and negotiated the software, service, and implementation contracts within 9 months.
* Completed implementation to all stores within 3 months.
* Began delivering results in the 1st month.
* Delivered new analytical functionality to the organization enabling improved financial operations: Ensure Pharmacy Benefit Managers and Managed Care Providers compliance with the terms of their contracts regarding proper reimbursements, timely payments, etc.

**The Consulting Group 2005 – 2009**

Mahwah, NJ

**Partner:** Provided general business consulting services.

**Achievements**

* *Health Core Media - Industry:* Internet Marketing and Managed Care
* As Consulting Partner led a ground floor internet healthcare vertical to point of acquisition.
* Contracted with various health care organizations (PBMs, MCO’s, Insurance) for advertising and Cost per Click coordination.
* Negotiated procurement of all supplies and real estate.
* *New Horizons Marketing, New Zealand Industry:* Sales and Marketing
* As Interim Chief Marketing Officer took a ground floor health care orientated internet advertising and publishing company to sales of $30mm per year.
* Developed and implemented a patented software program to distribute advertising across various real estate internet sites.
* Managed 435 sales team that expanded relationships with a wide variety of publishers and retailer clients.
* Reduced operating expenses by 52% while growing overall business.
* *Pharmaceutical Healthcare Management Company Industry: Pharmaceutical Sales and Marketing*
* As VP, Marketing and Business Development developed a conceptual idea into a business plan.
* Lead company through venture capital process.
* Managed development and succession of operational processes.

**Albertsons, Inc. 2001 - 2005**

**Regional Director, Managed Care Marketing and Sales** Boise, ID

**Responsibilities**

* Managed relationships with various providers (HMO’s, MCO’s, PBM’s, etc.) and pharmaceutical companies.
* Responsible for government affairs in a 26 state region.
* Responsible for increasing gross margin and finding additional revenue streams in a $3.1 billion drug sales region.
* Oversaw market decisions including pricing, marketing and negotiations of contracts.

**Achievements**

* Increased market share in the Philadelphia market by 150%, and overall market share by 15%.

**American Drug Stores 1996 - 2001**

Phoenix, AZ

**Regional Director, Managed Care Marketing and Sales**

**Responsibilities**

* Responsible for oversight and direction of five pharmacy district managers.
* Responsible for government affairs in a ten state region.
* Developed marketing plans for weekly circular ads, health fairs, senior shows, Catalina Coupon programs, etc.
* Responsible for pharmacy profit and loss statements.

**Achievements**

* Increased pharmacy gross margins by 12.5%; increased net margin dollars by 15.6%.

**Education**

**MBA Health Care Administration & Marketing**

Pennsylvania State University Great Valley, PA

**Bachelor of Arts, Accounting and Business**

Rutgers University New Brunswick, NJ