

Ron Bacon

Reimbursement Manager

A proven top-tier professional poised for success as an astounding award winner throughout multiple sales and access roles for a consistent high-level performance in exceeding quota. Greater than 15 years of substantial experience, as well as a consistent positive attitude and exceptional customer satisfaction. Unmatched customer support proven to various influential accounts and an instrumental leader with the essential ability to train and lead team members to success. Experience in market and formulary access across multiple disease states.

WORK EXPERIENCE

Reimbursement Access Manager – Cardiovascular/Endocrine

Amgen/Syneos

10/2015 – Present

Lansing/Metro Detroit

Achievements/Tasks

- Provide Access support for Sales teams by gaining approvals via prior authorization, appeal, formulary exception, letters of medical necessity
- Work with managed markets, Sales management, and FAB team to develop planning around Payer Utilization Management, Business and best practices.
- Payer and market access projects as a member of Field Advisory Board. Train offices on new processes
- Conduct speaker programs with Physicians, Billing/authorization, and specialty pharmacy
- Support and partner with high volume, high performance teams. Developing some of the top accounts in the nation
- Team lead for Field Advisory Board
- Pilot member of Leadership Development Program

Customer Solutions Manager – Infectious Disease

The Medicines Company

10/2014 – 10/2015

Lansing/Northeast MI

Achievements/Tasks

- Consistently performing at a high level in call activity, program activity, and overall percentage of quota
- Multiple Formulary victories and protocol/pathways developed in different systems (McLaren, Ascension, Sparrow)
- Payer and market access projects for products with undefined codes for successful product launch
- Trained Units, case management, home infusion, and multi-specialty on new products

SKILLS

Trained Access Speaker

Utilization Management

Management Trained

High-level Payer Proficiency

Formulary Access

Product Launch

Exceptional Marketing Ability

Integrity- Based Selling

Leadership

Organization

PROJECTS

Secretary of Greater Lansing MLK commission 2012
present

Emerging Leaders Training, City of East Lansing 2012

Chair of Human Relations Commission, City of East
Lansing, Leadership and Budget Training 2010 2016

2018 Board Member of E. Lansing Education Foundation

EDUCATION

Master of Arts, Organizational Leadership and Administration

Saginaw State University

Bachelor of Arts, Criminal Justice, Minor in Sociology

Saginaw State University

Courses & Training

– Graduate Certified Medical
Representative,
Management Focus, 2007

– Varsity Football, Saginaw
Valley State University
1992-1997 Captain

ACHIEVEMENTS

Top Region 2008, 2009, 2010, and 2012

Baxter

Incentive Trip President's Club 2009

Baxter

WORK EXPERIENCE

BioTherapeutic – Senior Territory Business Manager

BAXTER BIOSCIENCE

05/2008 – 10/2014

State of Michigan/Northern
Ohio/Northern Indiana

Achievements/Tasks

- Tactfully sell Plasma based IV products in Western MI hospital systems, Specialty Pharmacy, and Inpatient/Outpatient units. Work with highly technical specialties including Neurology, Infectious Disease, Pulmonology, Trauma, Oncology, ENT, and Immunology. Consistently remain at or near the top of all performers nationally and handle leadership roles with regional sales structure including training and marketing
- 2013 Ranked 16 out of 50 at 104% to Quota.
- Top 2 in the Nation Non-Acute Sales in 2012 with 186%
- 2011 Ranked 20 out of 55 at 104% to Quota.
- Regional Rep of the Q2 in 2011.
- 2,284 units over for 109% quota in 2011Sales
- Sales Advisory Board Member in 2011
- 2010 Ranked 17 out of 50 at 98% to Quota.
- Regional Sales Trainer in 2010
- Rising Star Award Winner in 2010

Endocrine Care – Senior Therapeutic Specialty Representative

PFIZER PHARMACEUTICALS

2001 – 2008

State of Michigan/Northern Indiana

Achievements/Tasks

- Essential representative for injectable hormones in endocrine and genetics accounts. Tasked with servicing all of the most influential and profitable accounts in the state of Michigan including the University of Michigan, Beaumont, DMC/Wayne State, and Devos/Spectrum. Worked with Endocrinology, Pediatrics, Geneticists, patient care coordinators, specialty pharmacies, IDNs and MCOs to gain individualized approval or access. Consistently remained at or near the top of all matrix in patient volume in both adult and pediatric marketplaces and received multiple awards and acknowledgements for leadership and sales. Top level success in product launch.
- Promoted to Senior Therapeutic Specialty Representative 2007
- Awarded Exubera Product Launch Contest Winner in 2007
- Graduated CMR Institute with Management Focus
- Genotropin Advertising Board for 2006 – 2007
- Technical Conference Call Leader for 2006 – 2007
- Best in Class Award Trip in 2006 for Top 10 Sales. Awards Circle
- Finished in the top 12 out of 40 in 2005 with 118% of Quota Sales (Top 5 Volume Territory – National)
- Top District Representative, 1st Quarter, 2005
- Product Launch or line extension for Somavert, Genotropin Miniquick

ACHIEVEMENTS

Sold 67,794 units over quota for 131% in 2009

Baxter

Regional Rep of the Q2 in 2008

Baxter

Achieved Positive Mental Attitude Award (PMA) in 2004

Pfizer

Accomplished Blood Hound Award in 2004 for most new adult accounts

Pfizer

Top 8 Nationally in Pediatric sales in 2004.

Pfizer

Achieved Top Adults sales in the Chicago District, and Top 7 in Adult Sales nationally in 2004

Pfizer

Finished in the top 15%, in the 9th Top Volume Territory nationally in 2004

Pfizer

KEY SKILLS ASSESSMENT

TACTFUL KEY ACCOUNTS PERFORMANCE Develop and implement strategic and tactical sales and access abilities to handle and develop high profile/volume accounts.

AWARD WINNING SALES Consistently achieved sales goal and performance objectives throughout roles showing award winning, competitive success in closing sales through hard work and dedication. Support award winning teams via Access role.