

ReCor Medical

Ultrasound Denervation Therapies

Field Reimbursement Manager - East

Department: Market Access

Reporting to: President & CEO

Location: US

Workplace Type: Remote

Expected Travel: Up to 70%

About ReCor Medical

At ReCor Medical, we are pioneering Ultrasound Renal Denervation (uRDN) therapy to treat hypertension, the leading cardiovascular risk factor in the world. With our Paradise™ uRDN System, we're on a mission to provide the millions of people who suffer from hypertension with a non-drug and minimally invasive option to lower their blood pressure. Join us on our journey and make a meaningful impact on the lives of people around the globe.

Position Summary

Based within the Market Access team, the field-based reimbursement manager role is responsible for working directly with hospitals and physicians to ensure they recognize the economic and clinical value of the Paradise ultrasound Renal Denervation System. Successful candidates will have excellent technical expertise in the areas of healthcare administration and delivery, facility and physician reimbursement, sales education and health economic value messaging. The right individual will exhibit outstanding communication skills, the ability to present complex information to a broad and diverse group of stakeholders, and the ability to convey the unique attributes of uRDN in the treatment of hypertension. This role is ideal for candidates who enjoy both strategy and execution.

Responsibilities and Duties

- In conjunction with sales colleagues, work directly with hospitals to evaluate reimbursement activities and broader financial environment relating to ultrasound renal denervation by analyzing key customer needs including coding (CPT, ICD-10, DRG), claims denials, procedural documentation
- Articulate a deep understanding of the commercial and government payer landscape including coverage policies and payment processes by identifying payer opportunities and issues and implement programs to resolve/mitigate barriers to entry for the Paradise system; this will include managing and addressing coverage policy issues with payers as necessary
- Establish and maintain effective working relationships with key stakeholders (including Cath Lab staff, billing, Administration and Physicians) at hospitals engaged in uRDN procedures, with the goal of supporting the site in to establish and maintain a uRDN program through development and implementation of tailored reimbursement plans addressing coding, coverage & payment
- Manage relationships with Commercial Insurance service carriers to optimize reimbursement environment and coverage for the Paradise system

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- Present complex health economic information to influential and diverse groups in a way that is engaging, credible, and easily understood
- Create training materials and deliver education programs to sales force, physicians, medical directors, billing personnel, distributors, and other internal and external stakeholders as required
- Assist Regional/District Sales Managers in the development, implementation, and managements of strategic initiatives within geography. Support sales and clinical teams with reimbursement questions and challenges
- Utilize in-person & virtual meetings to educate and train sales team individually or in groups on health economic tools and messaging and the compliant use of economic tools
- Comply with U.S. Food and Drug Administration (FDA) regulations, other regulatory requirements, Company policies, operating procedures, processes, and task assignments
- Ensure compliance requirements for delivery of field or virtual reimbursement support services are fully met
- Serve as the field liaison to the ReCor Market Access team by delivering customer insights, trends and challenges gathered from the field
- Experience with new technologies/therapies where coverage is provided on a case-by-case basis and has demonstrated effective partnership with Patient Therapy Access teams
- Other duties as assigned

Requirements

- Previous experience or strong working knowledge of hospital finance or medical device industry specifically pertaining to health economics, reimbursement and service line implementation
- Comprehensive understanding of US health care policy and payment systems, including hospital and physician reimbursement
- Ability to review medical records and verify medical criteria as cases are reviewed
- Outstanding interpersonal skills, experienced developing relationships at all organizational levels to deliver business objectives
- Ability to balance strategic thinking with detail planning and strong tactical execution
- Demonstrates responsiveness and a strong sense of urgency
- Ability to prioritize work tasks and manage multiple priorities concurrently
- Demonstrates comfort with ambiguity and the ability to adapt and refine continuously
- Experience and comfort with complex concept sales involving changes in customer behavior or care-pathway
- Ability to be perceived credibly and demonstrate excellent persuasion skills to achieve desired results
- Experience working functionally and cross-functionally
- Strong communication and collaboration skills
- Ability to work independently
- Minimum 5 years experience in field reimbursement roles for medical device companies

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- Travel: up to 70% of the time

Preferred Qualifications

- An advanced degree such as an MPH, MBA or MHA in health economics, health policy, healthcare administration, health services research, or similar discipline is desired, but not required for the position
- Extensive knowledge of medical coding including CPT, ICD-10, DRGs, and HCPCS codes.
- AAPC certification would be beneficial
- Cardiovascular experience preferred

Salary range: \$80K - \$130K (Commensurate with experience, skills, education and training)

COVID-19 vaccination requirements

At ReCor Medical, we care, we collaborate, we challenge, and we create. Pursuant to these core values, we are focused on the health and safety of our employees, as well as the teamwork essential for innovation of our pioneering technology.

COVID19 vaccines are required for all ReCor US office employees effective June 10, 2021, as well as all new US office employees joining our company. Fully vaccinated persons are those who are ≥ 14 days post-completion of the recommended series of an FDA-authorized COVID-19 vaccine.

Equal Employment Opportunity

At ReCor Medical, we value bringing together individuals from diverse backgrounds to develop new and innovative solutions for patients. As an equal opportunity employer, we do not discriminate on the basis of race, color, religion, national origin, age, sex (including pregnancy), physical or mental disability, medical condition, genetic information gender identity or expression, sexual orientation, marital status, protected veteran status, or any other legally protected characteristic.