

| JOB DESCRIPTION | | | | | |
|--|--------|--------------|---|--|----------------|
| JOB TITLE & NAME: Analyst Sr, Reimbursement & Outcomes Planning | | | DEPARTMENT (Name and Number): Reimbursement | | |
| FLSA/LABOR CODE: | | | REPORT TO: Executive Director Clinical, Reimbursement & Provider Services | | |
| x | EXEMPT | NON EXEMPT | | | |
| | HOURLY | DIRECT LABOR | | | INDIRECT LABOR |
| DIVISION/LOCATION: Southborough, MA | | | JOB CODE/EEO CODE/JOB GRADE PSO598 GRADE 25 | | |
| PURPOSE/SUMMARY (Brief overview of why job exists, general purpose for position) | | | | | |
| <p>Reimbursement & Provider Services supports product management/development, marketing and new business development activities and strategic decision-making for the GyrusACMI and Olympus medical business by delivering tactical and strategic reimbursement analysis and support.</p> <p>This position will proactively</p> <ol style="list-style-type: none"> 1) address healthcare coding coverage and payment policy issues relevant to current and new business, product or procedural needs 2) analyze and report on health outcomes/economics and reimbursement information to better understand industry and market dynamics 3) serve as a central resource for government (Medicare, Medicaid and VA) and non-government (commercial, managed care and Blue Cross/Blue Shield) payer information and trends 4) educate and support Marketing and Sales internal and field reps on all reimbursement issues. | | | | | |
| ESSENTIAL DUTIES AND RESPONSIBILITIES (List of 8 – 10 key tasks required of the job which occupy greater than 5% of the incumbents time) | | | | | |
| <ul style="list-style-type: none"> • Monitor, update and report on Government (Medicare, Medicaid) and Commercial payer trends including policy, coding, coverage, payment and outcomes that impact Gyrus ACMI and Olympus' medical business • Act as a resource for internal and field based staff on all matters related to the reimbursement of Gyrus ACMI and Olympus products. • Publish periodic updates to management and field team on relevant reimbursement and healthcare current events • Maintain the current internal and external reimbursement reference material(s) along with identifying the need for new materials • Coordinate and manage contracted projects with outside reimbursement firms as needed • Participate in reimbursement and outcomes development activities in close cooperation with R&D, Marketing, Legal, and Regulatory Affairs on new product and procedure development projects • Provide analysis on Medicare and other health payer outcomes and utilization data and trends • Work closely with professional medical organizations/societies on healthcare policy, reimbursement and outcomes issues | | | | | |

- Provide training for sales, professional education and marketing personnel with regards to health policy and reimbursement
- Maintain and update the reimbursement section in the company intranet
- Other projects and assignments, as needed

SUPERVISOR RESPONSIBILITIES (IF ANY) – Optional section (List of subordinate jobs for which this job has direct hire/discipline/budget responsibility)

None

MINIMUM QUALIFICATIONS
To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- EDUCATION AND/OR EXPERIENCE**
- B.S. Degree in related field (e.g., Healthcare Administration, Public Health, Healthcare Economics, Business Administration)
 - 7+ years reimbursement related experience in medical device, healthcare or pharmaceutical industry
 - Experience interacting with large field-based sales force

CERTIFICATES, LICENSES, REGISTRATIONS

ESSENTIAL KNOWLEDGE, SKILLS AND ABILITIES

- LANGUAGE SKILLS (verbal, written, listening), SOFTWARE SKILLS, ANALYTICAL SKILLS, MATHEMATICAL SKILLS, PRESENTATION SKILLS, TEAM PLAYER, ETC.**
- Strong understanding of the medicare system and various healthcare provider plans in order to interpret the companies medical business
 - Knowledge of anatomy and physiology strongly desired in order to understand where and how products work clinically
 - Strong interest in research projects
 - Strong analytical and problem-solving skills
 - Ability to work on multiple projects simultaneously
 - Proficient with Microsoft applications (e.g. Word, PowerPoint, Excel, Access).
 - Excellent verbal and written skills
 - Strong interpersonal and relationship building skills
 - Ability to travel if projects require

PHYSICAL DEMANDS (e.g., expectations of such items as weight needed to move or lift)

| | | | | |
|---|---|------------------------------|--|--------------------|
| Lift/Carry 25 lbs | | Bend/Stoop/Kneel 2 hrs a day | | Push/Pull 50+ lbs |
| Microscope/Fine close work 8 hrs a day | X | Stand/Sit/Walk 8 hrs a day | | Dexterity required |
| Vision requirements correctable to 20/20 vision | | Operate moving vehicles | | |
| Other | | | | |

WORK ENVIRONMENT (e.g., excessive or non-standard expectations/exposure related to such things as heat, cold, noise or travel)

| | | | | |
|-----------------------------|--|--------------|--|-------------------------|
| Chemicals/Solvents | | Clean Room | | Eye Protection |
| Infectious Disease exposure | | Laser | | Noise above 85 decibels |
| Radiation | | ETO exposure | | Other |

EMPLOYEE SIGN-OFF



Supervisor/Manager Signature: _____

Date Reviewed with Employee: _____

Employee Name (print): _____ Employee Signature: _____

TO BE COMPLETED BY HUMAN RESOURCES

Date Received By HR: _____ HR Signature: _____

Gyrus ACMI is an Equal Opportunity/Affirmative Action Employer