Managed Care Pharmacy
Career Paths for Student Pharmacists

Presentation Developed for the
Academy of Managed Care Pharmacy
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Objectives

- Map Out Your Career through Pharmacy School
- Identify Managed Care Career Opportunities and Identify Careers that Align with Your Interests
- Understand how to get the Most Out of AMCP as a Student Pharmacist
Mapping Your Career

P1-P3: Three Year Pharm.D. Programs:

- **P1:**
  - Identify opportunities to fill in the experience gaps
  - Explore leadership positions in student organizations
  - Consider dual Pharm.D./MBA program offerings
  - Keep your CV up-to-date on a regular basis
  - Maintain a professional & updated LinkedIn profile

- **P2:**
  - Seek leadership opportunities in local and national student organizations
  - Pursue Introductory Pharmacy Practice Experiences (IPPEs) in areas where you may have interests (i.e. PBM, health plans, consulting, etc.)
  - Seek internships or paid positions (i.e. internships concurrent with school schedule, seek elective credit for ‘independent study’)
  - Update CV and begin creating cover letter topics for residency, fellowship, job applications
  - Review Advanced Pharmacy Practice Experience (APPE) options for managed care rotations and submit applications if applicable
  - Discuss recommendation letters with possible writers

- **P3:**
  - Attend AMCP NEXUS and residency showcase
  - Attend ASHP Mid-Year meeting (PPS interviews, meet residency program directors)
  - Complete residency, fellowship, and job applications in timely manner

P1-P4: Four Year Pharm.D. Programs:

- **P1:**
  - Identify opportunities to fill in the experience gaps
  - Explore leadership positions in student organizations
  - Consider dual Pharm.D./MBA program offerings
  - Keep your CV up-to-date on a regular basis
  - Maintain a professional & updated LinkedIn profile

- **P2:**
  - Seek leadership opportunities in local and national student organizations
  - Pursue IPPEs in areas where you may have interests (i.e. PBM, health plans, consulting, etc.)
  - Seek internships or paid positions (i.e. internships concurrent with school schedule, seek elective credit for ‘independent study’)

- **P3:**
  - Update CV and begin creating cover letter topics for residency, fellowship, job applications
  - Review & pursue APPE options for managed care rotations and submit applications if applicable
  - Discuss recommendation letters for residency and fellowship applications with possible writers

- **P4:**
  - Complete managed care rotations as early in the year as possible to provide discussion topics for interviews
  - Attend AMCP NEXUS and residency showcase
  - Attend ASHP Mid-Year meeting (PPS interviews, meet residency program directors)
  - Complete residency, fellowship, and job applications in timely manner
  - Do your homework when interviewing for programs: know what attracted you to the program
Mapping Your Career

Non-traditional path:

• Practicing Pharmacist switching careers
  • Attend AMCP
    – Meet as many people as you can and have meaningful conversations
    – Go to New Practitioners/New Member events to meet others who may be in a similar career setting for tips and ideas
  • Job shadow or talk to people you know about their positions
  • Pursue a non-traditional residency or fellowship
    – Be prepared to discuss your motivation for changing paths
• New Practitioner without residency training
  • Attend AMCP
    – Meet as many people as you can and have meaningful conversations
    – Go to New Practitioners/New Member events to meet others who may be in a similar career setting for tips and ideas
  • Job shadow or talk to people you know about their positions
  • Entry level is a foot in the door and not the only level

Resources:

» [http://amcp.org/internships/](http://amcp.org/internships/)

» [http://amcp.org/Residencies/](http://amcp.org/Residencies/)

» [Student Pharmacist's Guide to Managed Care Residency Programs](http://amcp.org/WorkArea/DownloadAsset.aspx?id=9567)


» [http://amcp.org/roadmap_to_career/](http://amcp.org/roadmap_to_career/)

» LinkedIn: AMCP, Managed Care groups
Managed Care Opportunities

**Key Employers of Managed Care Pharmacists:**
- **Health Plans**
  - e.g. Aetna, Blue Cross Blue Shield, United Healthcare
- **Pharmacy Benefit Management (PBM)**
  - e.g. CVS Caremark, Express Scripts, Prime Therapeutics
- **Pharmaceutical Industry**
  - e.g. Johnson & Johnson, Novartis, Pfizer
- **Specialty Pharmacy Providers (SPP)**
  - e.g. CVS Caremark Specialty, Optum Specialty, Walgreens Specialty

Managed Care Opportunities

**Health Plans:**
- **Function:**
  - Administer medical and pharmacy benefits
- **Roles of a Pharmacist:**
  - Benefit development and administration
  - Medication Therapy Management (MTM)
  - Formulary management
  - Drug Utilization Review (DUR)
  - Disease management
  - Quality improvement
  - Drug information
  - Health Economic Outcomes Research
Managed Care Opportunities

Pharmacy Benefit Management (PBM):

• Function:
  – Develop, promote, maintain, and integrate pharmacy programs
    • Develop a retail pharmacy networks (payment, reporting, auditing)
    • Supply decision support for prescribing and utilization
  – Administer all aspects of a provider’s drug benefits
  – Operate mail service and specialty pharmacies
  – Contract with pharmaceutical manufacturers

• Roles of a Pharmacist:
  – Formulary development and management
  – Rebate contracting
  – Sales
  – Disease management
  – Patient and health care provider education

Pharmaceutical Industry:

• Function:
  – Product contracting & negotiations
  – Understanding product value & positioning
  – Discussions on formulary placement
  – Education – disease, product
  – Development of treatment algorithms
  – Pharmacoeconomic modeling and outcomes research programs
  – AMCP Product dossiers

• Roles of a Pharmacist:
  – Medical Information Services
  – Medical Science Liaison
  – Drug Safety
  – Regulatory Affairs
  – Health Economics and Outcomes Research
  – Sales Representatives
  – Marketing Managers
  – Managed Care Account Managers
Managed Care Opportunities

Specialty Pharmacy Providers (SPP):
• Function:
  – Provide clinical and distribution services to patients in the management of chronic, rare, or complex conditions
    • Specialty medications require tailored patient education to ensure safe and cost-effective use, patient-specific dosing, close patient monitoring, and/or special handling
  – Medication therapy management and adherence management
  – Education, support, and coordination of care

• Roles of a Pharmacist:
  – Specialty Pharmacy distribution and dispensing
  – Perform DUR and other utilization management programs
  – Logistics/operations
  – Work flow, inventory, and personnel management
  – Develop prior authorization (PA) programs

AMCP as a Student Pharmacist

Resources Provided to All Members:
• Up-to-date pharmacy drug news
• Understanding of Health Care Policy – e.g. Affordable Health Care Act
• Continuing education
• Networking

Resources Specifically for Student Pharmacists:
• Residency and Internship opportunities/showcase
• AMCP Student Pharmacist chapter connections
• Mentor/Career connections
AMCP as a Student Pharmacist

Membership Benefits:
- Discounted membership rates & meeting rates
- Participate in Student Pharmacist Committee/Chapters
- Attend and view student pharmacist webinars & recordings about current pharmacy issues
- Leadership opportunities within Student Pharmacist chapters
- Residency showcase with over 30 resident/fellowship opportunities

Check Out AMCP’s Student Pharmacists Center!
http://www.amcp.org/studentcenter/

How to Ask A Question

Type your question in the ‘Questions’ area
Questions?

Thank you to the AMCP Schools of Pharmacy Relations Committee for preparing this presentation