



# Valerie Sullivan

## Former President, inVentiv Patient Access Solutions

Valerie Sullivan has over twenty years experience in healthcare in pharmaceuticals, specialty pharmacy, and patient access services. Her experiences range from marketing leadership at a top pharmaceutical company to managing large specialty multi-location pharmacies. Ms. Sullivan leverages her diverse background which includes managed markets, specialty pharmacy, reimbursement, patient access programs, clinical program development, as well as consulting, marketing and biz dev s to develop strong, trusting relationships with clients.

### **Selected Accomplishments**

- › President / GM for inVentiv Health's Patient Access Solutions Group, a HUB based in Somerset, NJ that handles over 2.0 million Callers annually supporting Client Programming in Reimbursement and Patient Assistance. Led divestiture and sale to Xerox.
- › Vice President / GM for four networked Specialty Pharmacies owned by a PBM. In this role, led her team through URAC accreditation during explosive client growth
- › Vice President for Independent Specialty Pharmacy that worked across Pharma, Managed Care, and Open Network Channels before being sold to Walgreen's Specialty Pharmacy
- › Adjunct Professor for the Management Department at Curry College since 2010; Adjunct Professor for the Management Department at Bentley University effective 2015; Appointed by Governor Baker to serve on Group Insurance Commission, 2015 to present. Board of Directors of Old Colony Hospice 2015 to present. Board of Directors of Visiting Nurses Association of Boston 2006-2012

### **Prior Experience**

Prior to joining inVentiv Patient Access Solutions, Ms. Sullivan spent seven years in the specialty pharmacy realm, two years as General Manager of Ascend Specialty Pharmacy and five years as Vice President at SpecialtyScripts Pharmacy, where she focused on building adherence and clinical programming that delivers measurable outcomes for patients and providers. Before her specialty pharmacy experiences, Valerie enjoyed a fruitful career in the pharmaceutical industry, working as part of various managed care marketing, sales, sales leadership, training, and marketing leadership teams for over sixteen years at Pfizer.

### **Education**

Ms. Sullivan earned her MBA from Northeastern University in Boston, MA and a BA from the College of the Holy Cross in Worcester, MA. Recently, she received a Certificate of Achievement from Babson College, Finance for the Non Finance Executive, November, 2014.