



# Careers in Specialty Pharmacy

10:15 AM – 12:00 PM CT  
Sunday October 6<sup>th</sup> 2024



# Careers in Specialty Pharmacy

NASP 2024 Annual Meeting & Expo | Nashville, Tennessee



# DISCLAIMER

The information presented is being provided to NASP meeting attendees for educational purposes only. The views, thoughts, and opinions expressed belong solely to the speakerS, and do not necessarily reflect those of NASP.



# Meet The Presenters



## Brandon Hardin (Moderator)

- Vice President, Clinical and Central Operations
- *CPS Solutions*



## Brian Denton

- National Account Director - Specialty
- *Pfizer*



## Reed Kalna

- Outpatient Pharmacy Director
- *Kaiser Permanente*



## Ken Keesee

- Director of Client Services
- *Crawford Thomas Recruiting*



## Miranda Kozlicki

- Clinical Pharmacist Specialist
- *Vanderbilt Specialty Pharmacy, IBD Clinic*



## Megan Rees

- Therapy Specific Outcomes Product Manager
- *Loopback Analytics*



Brandon Hardin  
VP, Clinical and Central Operations  
*CPS Solutions*



# Brandon's Bio

Brandon Hardin is the Vice President of Clinical and Central Operations for CPS Solutions. In this role, he is responsible for clinical protocol development and execution, outcomes initiatives, pharmacist and pharmacy technician training development and execution, and he also plays a major role in defining technical requirements for the company's proprietary clinical management software platform.

Prior to CPS Solutions, Brandon served as a Clinical Pharmacist at Cleveland Clinic Specialty Pharmacy, where his primary responsibility was oversight and execution of the pharmacy's program for Migraine/Headache Disorders. He also spent multiyear stints at Gentry Health Services, an independent specialty pharmacy located in the Cleveland area and Catamaran, a pharmacy benefit management firm that is now part of OptumRx. He is an active member of the National Association of Specialty Pharmacy, and currently Chairman of the Specialty Pharmacy Certification Board and serves on the Clinical Outcomes and Education Committees.

Brandon received his Doctor of Pharmacy from Ohio Northern University and his Master of Business Administration from Ashland University. He has also been a Certified Specialty Pharmacist (CSP) since the fall of 2016.

Brandon resides in Brunswick, OH with his wife, Katie, and their twins, Caroline and Colin. When he is not working or spending time with his family, which admittedly is not very often, he loves to play golf and cheer on the Browns, Buckeyes, Cavs and Guardians.



Brian Denton  
National Account Director - Specialty  
*Pfizer*



# Brian's Healthcare Career Path

## Education

- BS Biology Minor Chemistry-Pre-Med- 1984
- Postgraduate coursework Biology/Nursing

## Healthcare roles

- 1983-84- Phlebotomist and Laboratory Technician-VA
- 1984- Clinical Research
- 1986-Beginning of 38 year healthcare career in Pharmaceutical Industry
- 1986-1990-Field and Hospital Sales Specialist-Upjohn
- 1990-1992: Health Sciences Associate-Field based marketing
- 1992-1995: Payer Regional Account Manager-Pharmacia and Upjohn
- 1995-1998-Federal Government Account Manager
- 1998-1999- Oncology Account Manager-US-Pharmacia
- 2000-2002-Oncology Sales Manager-Pharmacia
- 2002-2010-Regional Payer and Specialty Pharmacy Account Manager-Pfizer
- 2010-2016-National Account Manager-Payer and Specialty Pharmacy
- 2016-2019- Specialty Pharmacy Strategy-Pfizer NYHQ
- 2019-Current- National Account Director-Specialty Pharmacy-US Market Access

## Post graduation certifications

- 39 years in Kenpo Karate-8<sup>th</sup> Degree Black Belt

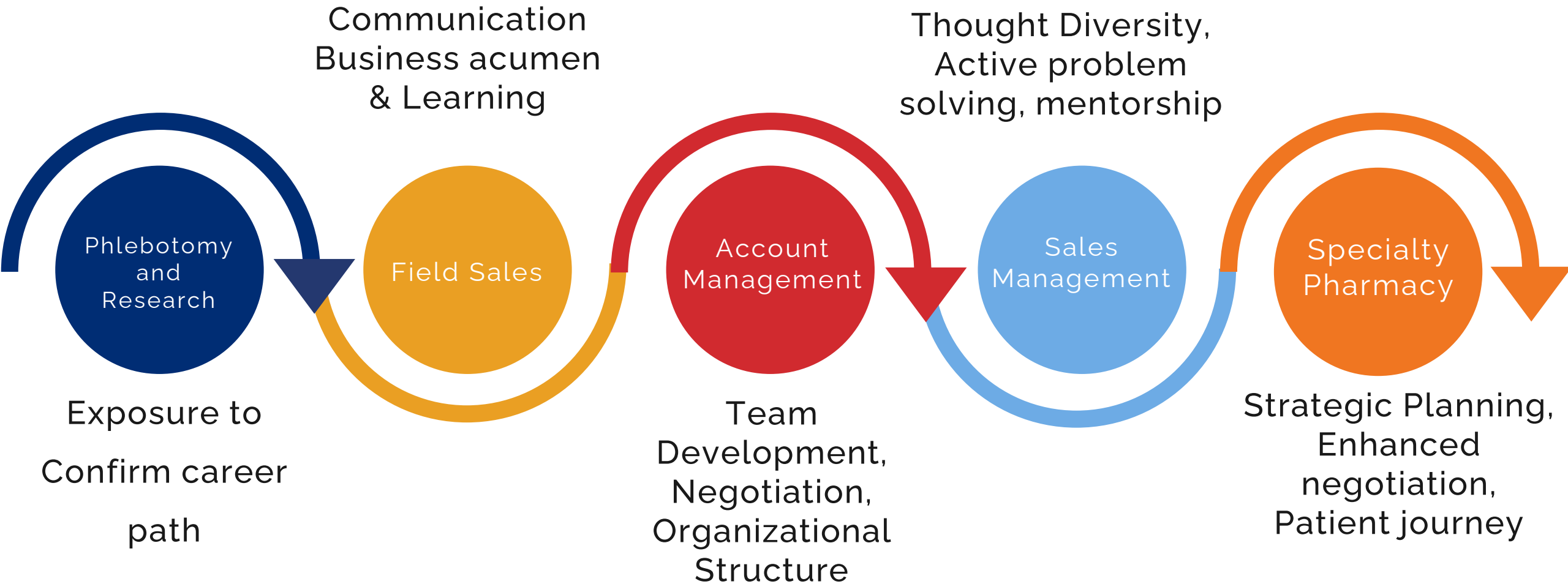
## Other patient care/leadership areas

- NASP Membership Committee Co Chair





# Specialty Pharmacy Development



# Careers to Consider



## Clinical Research

- Early Stage
- Late Stage
- Pharmacogenomics
- Pharmacology



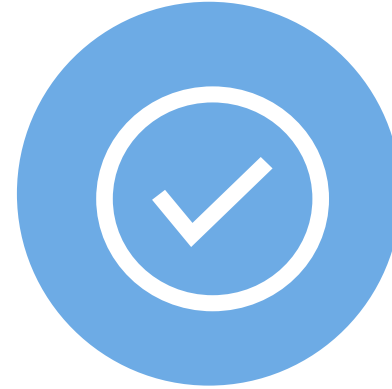
## Medical

- USMI
- Field Medical
- HEOR
- Outcomes and Evidence
- HQ Medical



## Emerging Therapeutics-Technology

- Business Development
- Technology integration



## Leadership

- Management opportunities at various levels
- People Management
- Project Management
- Brand Team
- Contract Management



## Specialty Pharmacy

- Distribution
- Account Management
- SP Strategy
- Data and Hub Development

Reed Kalna  
Outpatient Pharmacy Director  
*Kaiser Permanente*



# Reed's Healthcare Career Journey

## Healthcare roles

- 2002: Outpatient Pharmacy Clerk
- 2004: Outpatient Pharmacy Technician
- 2004-2010: Pharmacy Intern
- 2010-2011: Marin/Sonoma County Retail Outpatient Pharmacist
- 2011-2015: Specialty Pharmacist/ Manager at Walgreens Specialty at California Pacific Medical Center California and Pacific Campus, and University of California, San Francisco
- 2015-Current: Outpatient Pharmacy Director, San Rafael Medical Center, Golden Gate Service Area, Kaiser Permanente

## Education

- Doctor of Pharmacy, Minor Public Health

## Post graduation certifications

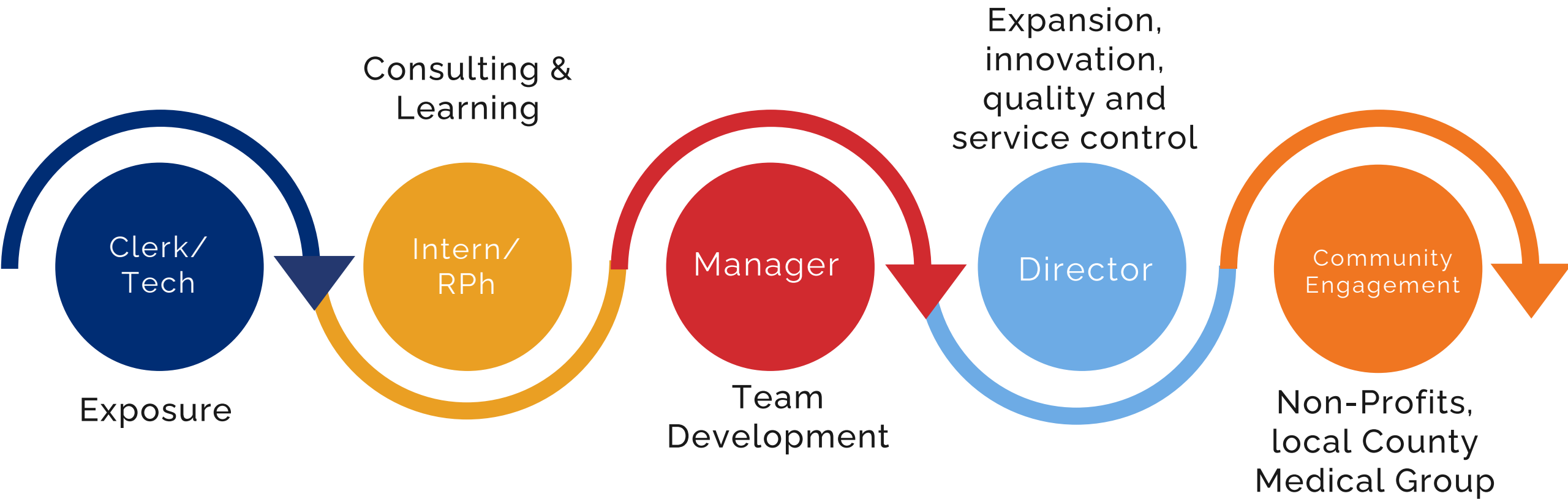
- 2015: Certified Specialty Pharmacist
- 2017: Advanced Practice Pharmacist
- 2020: Fellow of American College of Healthcare Executives
- 2023: Board Certified Biologics and Biosimilar Specialist

## Other patient care/leadership areas

- UCSF Assistant Clinical Pharmacy Professor
- Chairman, Specialty Pharmacy Certification Board
- Board of Director, National Association of Specialty Pharmacy
- California Association of Healthcare Leader Past Mentor Lead Liaison and current Mentor



# Specialty Pharmacy Development



# Careers to Consider



## Outpatient Pharmacy

Retail  
Call Center  
Mail Order  
Outpatient and Clinic  
Administered Medication  
oversight



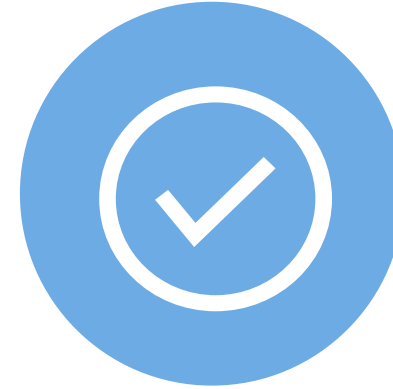
## Specialty Pharmacy

Focused on Limited  
Distribution, REMS  
medications (ETASU), and  
high risk/ cost medications



## Emerging Therapeutics

RPh analyzing orphan,  
pipeline, gene therapy,  
high-cost limited data  
specialty medications for  
effective use and  
recommendations



## Leadership

Management opportunities  
at various levels  
Project Management



## Physician Group

Opportunities within  
physician-based orgs to  
guide optimal medication  
and vaccine therapy

Ken Keesee

Director of Client Services

*Crawford Thomas Recruiting*



Miranda Kozlicki

Clinical Pharmacist Specialist

*Vanderbilt Specialty Pharmacy, IBD  
Clinic*





# Miranda's Specialty Pharmacy Career Journey

2018-2020: PBM-Owned Specialty Pharmacy Intern

2020-2021: PGY1 Community Based Specialty Pharmacy Residency at a Health-System Specialty Pharmacy (HSSP)

2021-2023: Clinical Pharmacist (floater in multiple clinics at HSSP)

2023-present: Clinical Pharmacist Specialist (IBD Clinic at HSSP), CSP certified

Dec 2024: Patient Care Improvement and Research Clinical Pharmacist (HSSP Health Outcomes and Research Team)



Megan Rees

Therapy Specific Outcomes Product Manager  
*Loopback Analytics*



# Megan's Journey

## Healthcare Roles

- 2013-2014: Outpatient Pharmacy Technician
- 2014-2018: Outpatient Pharmacy Intern
- 2014-2015: Medication Management Pharmacy Intern
- 2018-2019: Outpatient Pharmacist (Residency Moonlighting)
- 2019-2023: Clinic Embedded Specialty Pharmacist-Oncology
- 2020-2023: PGY1 Residency Program Director
- 2023-Current: Therapy Specific Outcomes Product Manager

## Leadership

- 2024 Certified Director, Specialty Pharmacy Certification Board
- 2023 NASP Specialty Pharmacist of the Year
- 2022-2023 ASHP SSPP Education Steering Committee Chair
- 2021-2022 ASHP SSPP Education Steering Committee Vice Chair
- 2020-2022 Ohio Pharmacist Association NPX Chair
- 2020-2021 ASHP Workforce Development-Education Lead
- 2019-2023 Education Chair

## Education

- Ohio State University
  - 2014 Bachelors in Pharmaceutical Science
  - 2018 Doctor of Pharmacy
- University of Toledo Medical Center
  - 2019 PGY1 Managed Care, Ambulatory Care & Community Pharmacy

## Post Graduation Certifications

- Certified Specialty Pharmacist
- Board Certified Ambulatory Care Pharmacist

