



Job Description

Job Title: Director of Reimbursement

Position Status: Exempt

Direct Reports: None

PHI Access: Full Access

Origination Date: June 20, 2020

Department: Reimbursement

Reports to: CEO

Abilitech Mission:

Restore independence for all

Abilitech Vision:

We create assistive devices to aid those with upper-limb neuromuscular conditions or injuries in functional activities associated with home, community, and work.

SUMMARY STATEMENT

The Director of Reimbursement will assist Abilitech (Company) to achieve its overall strategic vision through a tactical mission by linking qualified Clinicians, Payers, the Research Team, and Regulatory Organizations through a series of initiatives demonstrating value to each entity to ensure the highest probability of payer acceptance and ultimate reimbursement.

This position will develop relationships with the payer community that includes a variety of private payers, worker's compensation, Medicare, Medicaid and the Veteran's Administration. Building a healthcare economics strategy that helps position the Company's product(s) as a viable and cost-effective solution will be an important part of payer development and coverage.

Serving as a patient navigator, this role will work with prospective patients and their caregivers to create, file and process claims data with a variety of different payers. This will include creating a file of coverage policies for Orthotics; work with clinicians, patients and caregivers to gather supporting documentation for the letter of medical necessity; submission of a thorough prior authorization; and process and appeal claims to gather payment.

Payers:

Develop a collaborative partnership with payer sources to demonstrate the efficacy of the Abilitech technology. Engage the payers in developing clear coverage parameters to



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protect the integrity of the technology and communicate these criteria through the clinical research protocols developed with academic partners.

Research Team:

Direct research efforts toward justifying the clinical efficacy of Abilitech technology based upon the needs, wants, and desires of the payers and regulatory bodies. Strive to remove perceived bias through studies designed in collaboration with payer and academic partners. Develop clear clinical protocols for use of Abilitech technology to be translated into payer coverage policy and provider documentation protocols.

Regulatory Organizations:

When appropriate, foster relationships with key departments and staff within The Centers for Medicare and Medicaid Services (CMS) and State Medicaid programs. Seek counsel from these key contacts as to research, payer and documentation

QUALIFICATIONS

- Successful experience with using and receiving reimbursement for miscellaneous HCPCS and PECOS.
- Experience with appealing and processing claims with payers.
- Five years minimum medical device industry experience.
- Understanding of payer coverage policies, with successful experience on creating or improving upon coverage policies for medical devices with insurance payers.
- Training in HIPAA Compliance and knowledge of regulations that apply to the medical device industry.
- Experience with payer contracting.
- Empathy for people who live with disabilities.
- Excellent interpersonal, organization, computer and project management skills.
- Excellent oral and writing skills to communicate technical information.
- Demonstrated sound judgment in reviewing technical data, protocols, and applying quality principles.

WORKING CONDITIONS

- Light work, exerting up to 40 lbs of force or less.
- Requires clarity of vision at 20 inches or less (near vision) and ability to identify/distinguish colors.
- Requires typing, repetitive motion, talking and hearing.
- Significant work pace & pressure due to deadlines.