

## **Eric Kimelblatt**

### **Senior Director, Artia Solutions**

Eric is currently the Senior Director of Managed Markets, working with clients to effectively capitalize on opportunities and overcome challenges with Payers and PBMs in the Medicaid Managed Care, Medicare Part D and Commercial markets. His entire career has been focused on the government and commercial payer markets from a pharmaceutical manufacturer perspective, with a concentration on managed markets strategy, access/reimbursement, account management, pricing/contracting, patient support and product distribution.

For more than five years, Eric served as Director of National Accounts for Gilead Sciences, with full accountability for the government payer segment (Veterans Administration, Medicaid, 340B, AIDS Drug Assistance Program), as well as PBMs and private payers/insurers (Commercial, Medicare Part D, Medicaid Managed Care, Health Exchanges). In addition, he was responsible for establishing and improving relationships with Specialty Pharmacy partners. During this time, Gilead launched Harvoni and Sovaldi for HCV, five combination products for HIV, and Zydelig for Oncology.

Eric's previous role at Gilead was Director of Contracting and Pricing, where he led efforts to determine and implement optimal pricing strategies in each market segment, while ensuring compliance with government program rules and regulations. He also provided expertise in assessing the impact of market dynamics as well as new legislation, including the Affordable Care Act (ACA) and the Deficit Reduction Act (DRA). Eric previously held a similar position at Cephalon Pharmaceuticals. In these roles, he provided significant support to the National Account teams to help further customer relationships by proactively and collaboratively developing solutions to issues that inherently arise in these complex and critical markets. During this time, he helped support the launches of Letairis for PAH, Cayston for CF and Viread for HBV.

Prior to Gilead, Eric spent several years as a Principal Consultant with IMS Health in the areas of government/commercial strategy, pricing, contracting and compliance. While at IMS Health, he also specialized in wholesaler/trade relations and conducted inventory management audits and operational assessments of wholesalers on behalf of manufacturers. Originally from Bethesda, MD, Eric holds a Bachelor of Science degree in economics from the Wharton School at the University of Pennsylvania.