



## Becky Grant

*Director, Business Development*



### Professional Biography

As Director of Business Development, Becky manages the business development team for the NE part of the country. She leads the sales team in planning and direction, client relationship development and overall management. She is responsible for developing and retaining high-performing individuals who achieve operational quality and financial metrics for their clients' pharmacy benefit plans.

She has more than 18 years of experience in selling, operations, contracting, and management, having worked with various PBMs to consult clients, lead RFPs and manage client accounts. She also worked at a consulting firm, where she managed major TPAs, grocery store chains, and hospital clients across the country. Her expertise includes understanding hospital objectives and 340B Program administration.

Becky holds a Bachelor of Science degree from Kent State University in Kent, Ohio.