

SHAN SIDDIQUE, PharmD

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Health System Account Management | Strategic Healthcare Partnerships | Digital Health & Telehealth

01 – Profile

Professional Summary

PharmD-credentialed healthcare commercial leader with a decade of experience building and managing high-value health system accounts, driving strategic partnerships, and executing business development across pharmaceutical and digital health organizations. Proven track record managing 70+ hospital accounts at Director-level scope — primary commercial and clinical point of contact, delivering client reporting and identifying expansion across the U.S. network. Prior experience at Pear Therapeutics building a national partnership pipeline from the ground up — engaging government stakeholders, KOLs, and health system decision-makers to drive grant-funded adoption and commercial growth. A rare combination of clinical credibility, executive account management, and digital health operating depth. Targeting health system account management, strategic partnerships, and BD roles within pharma, digital health, and telehealth.

02 – Strengths

Core Competencies

- Health System Account Management
- Strategic Partnership Development
- Business Development & Pipeline Growth
- Market Development & Stakeholder Engagement
- Client Relationship & Retention
- Cross-Functional Commercial Collaboration
- Digital Health & Telehealth Operations
- Telepharmacy Information Systems
- Grant Strategy & Government Affairs
- Competitive Intelligence & Market Analysis
- Remote Pharmacy Operations
- Multi-State Compliance & Credentialing

03 – Experience

Professional Experience

Lead Pharmacist — Remote Pharmacy Services

Westmont, IL
Oct 2023 – Present

Cardinal Health · Westmont, IL

Director-level account management and operational authority for a multi-state telepharmacy network serving 70+ hospital clients; primary commercial and clinical point of contact across the full book of business.

- Lead monthly client engagement calls and quarterly business reviews with health-system leadership to align on service roadmap.
- Own multi-state operational compliance, credentialing, and HIPAA alignment across the full account portfolio.
- Develop client-specific service agreements and operational frameworks aligned to contractual and regulatory standards.
- Drive service-line growth by pursuing cross-sell and contract-expansion opportunities within existing accounts.
- Analyze financial and workload data; deliver operational reports and recommendations to clients, staff, and senior leadership.

National Partnership Manager

Remote
Sep 2021 – Nov 2022

Pear Therapeutics · Remote

Built and managed a national partnership pipeline at a venture-backed digital therapeutics company, driving commercial growth through government-funded program expansion and cross-functional BD execution.

- Developed business cases and partnership proposals contributing to a 10% increase in program submissions.
- Researched federal and state grant streams; authored grant language enabling partners to secure program funding.
- Led market segmentation, competitive landscape, and disease-state analysis for executive and commercial teams.

- Built relationships with KOLs, behavioral health organizations, and correctional/reentry programs to drive a high-ROI pipeline.
- Aligned 10 cross-functional members across commercial, market access, medical affairs, product, and marketing.

Pharmacy Operations Supervisor

Naperville, IL
Mar 2018 – Oct 2020

Comprehensive Pharmacy Services · Naperville, IL

- Supervised 50 pharmacists and technicians; coordinated scheduling across 175 hospital client accounts.
- Served as primary point of contact for 175 hospital clients, resolving operational and clinical issues.
- Forged a strategic PillPack partnership; led end-to-end integration including SOPs, training, and onboarding.

Clinical Staff Pharmacist

Naperville, IL
Mar 2016 – Mar 2018

Comprehensive Pharmacy Services · Naperville, IL

Performed prescription analysis, counseled providers on anticoagulation and antimicrobial dosing, and led new-hire training.

Pharmacy Manager

Chicago, IL
Jul 2014 – Mar 2016

Target Pharmacy · Chicago, IL

- Increased pharmacy sales maturity 18% YTD within 6 months through sales and operational strategy.
- Improved guest satisfaction from 70% to 100% per survey while directing high-volume operations and a team of 10.

04 – Credentials

Education & Credentials

Doctor of Pharmacy (PharmD)

Midwestern University, Chicago College of Pharmacy · Downers Grove, IL

B.S., Biological Sciences

University of Illinois at Chicago

Project Management Professional (PMP) — In progress

Project Management Institute