

SHAN SIDDIQUE, PHARM.D.

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

SUMMARY

PharmD and commercial healthcare leader who carries both the clinical credibility and the account relationships hospital deals require. I'm the primary commercial and clinical contact for more than 70 hospital accounts. Monthly calls with pharmacy directors, service-quality escalations, contract expansion inside accounts we already hold, and the compliance work underneath all of it. Earlier, at Pear Therapeutics, I worked on the commercial and government affairs team, partnering with government stakeholders, KOLs, and health system leaders on grant-funded program expansion. I'm the clinician who can sit with a CMIO and a CFO in the same meeting and be useful to both. Targeting account management, strategic partnerships, and business development roles in pharma, digital health, and telehealth.

CORE COMPETENCIES

Health System Account Management Client Retention & QBRs	Strategic Partnership Development Government & Grant-Funded Programs	Business Development & Expansion Cross-Functional Deal Execution
Digital Health & Telehealth Operations	Market & Competitive Analysis	Clinical Stakeholder Credibility

PROFESSIONAL EXPERIENCE

CARDINAL HEALTH

Lead Pharmacist, Remote Pharmacy Services

*Remote
October 2023 – Present*

Manage more than 70 hospital accounts as the primary commercial and clinical contact for a multi-state telepharmacy network, owning client satisfaction, retention, and service expansion alongside compliance, staffing, and financial performance.

- Run monthly engagement calls and quarterly business reviews with health system leaders; align on service roadmap and surface growth.
- Identify and pursue cross-sell opportunities inside existing accounts; partner with leadership on contract expansion.
- Maintain client service agreements and operational frameworks against contractual and regulatory requirements.
- Produce financial and workload reporting for clients and senior leadership.
- Oversee multi-state credentialing and compliance across the full account portfolio.

Clinical Staff Pharmacist

July 2023 – October 2023

Remote order evaluation, medication dosing (anticoagulation, antimicrobials), and therapeutic monitoring for acute-care hospital clients.

PEAR THERAPEUTICS

National Partnership Manager

*Remote
September 2021 – November 2022*

Worked on the commercial and government affairs team at a venture-backed digital therapeutics company building FDA-authorized prescription therapeutics for opioid and substance use disorder, partnering with medical affairs on KOL strategy, grant-funded pipeline expansion, and pilot program development across state and federal entities, including an OUD/SUD treatment pilot with the South Carolina Department of Corrections.

- Profiled high-value prospects, KOLs, and decision-makers in addiction medicine using AI-assisted research, then built the engagement list for commercial and government affairs.
- Analyzed market trends, competition, and funding streams to find high-ROI targets; wrote business cases and partnership proposals that helped lift program submissions 10%.
- Tracked federal and state grant funding and authored proposal language partners used to secure program funding.
- Presented results, ROI, and growth recommendations to clients, prospects, and government stakeholders, and closed grant-funded pilots.
- Coordinated a 10-person cross-functional team across commercial, market access, medical affairs, product, and marketing.

COMPREHENSIVE PHARMACY SERVICES (CPS)

Pharmacy Operations Supervisor

*Naperville, IL
March 2018 – October 2020*

- Served as primary contact for 175 hospital clients while supervising 50 pharmacists and technicians.

- Built the PillPack partnership to open new business and led integration end to end: SOPs, training, and onboarding.
- Ran performance reviews and growth plans across the team.

Clinical Staff Pharmacist *March 2016 – March 2018, October 2020 – September 2021*
Acute-care medication order review, clinical dosing for anticoagulation and antimicrobials, therapeutic monitoring, and new-hire training across hospital client accounts.

TARGET PHARMACY *Chicago, IL*
Pharmacy Manager *July 2014 – March 2016*

- Built sales and operational plans that grew pharmacy sales maturity 18% in six months.
- Lifted guest satisfaction from 70% to 100%; ran high-volume operations with a team of 10.

EDUCATION & CREDENTIALS

Doctor of Pharmacy (PharmD) *Midwestern University, Chicago College of Pharmacy | Downers Grove, IL*
Bachelor of Science, Biological Sciences *University of Illinois at Chicago*
Licensure *Licensed Pharmacist (10 states): IL, IN, IA, MI, MO, MT, NE, ND, SD, WI*