



Hammad Shah


Chief Executive Officer at Specialists On Call, Inc.
Reston, Virginia

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SOC Telemed

 **Arizona State University, W. P. Carey School of Business**

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"Leading change in health care by blending medical, lab and pharmacy data to provide valuable analytics that help physicians improve clinical and quality outcomes." More than 20 years of experience using business leadership skills in health care services to achieve senior administrative, s...

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Experience



Chief Executive Officer

SOC Telemed

Jan 2015 – Present • 3 yrs 5 mos



President

FreseniusRx

Feb 2012 – Jan 2015 • 3 yrs

FreseniusRx encourages increased medication adherence, striving to decrease patient hospitalization, reduce health care costs and improve quality care. I created a growth strategy that transformed the previously full-service pharmacy into a renal specialty pharmacy, providing expertise and coordinated care to patients living with kidney disease.

Media (1)

FreseniusRx Brand Overview



Chief Strategy Officer

Inovalon (formerly MedAssurant)

Jul 2010 – Jul 2011 • 1 yr 1 mo

- Led the strategy, design, development, sale, implementation, operations and expansion of the company's integrated data-driven solutions for health plans, physicians and patients.
- Initiated and managed strategic partnerships and alliances in domestic markets.

- Developed organizational restructure plan and positioning to guide sales approach and strategic partnerships.

**Vice President and General Manager, Emerging Markets**

Express Scripts

Apr 2007 – Jul 2010 • 3 yrs 4 mos

- Led the Emerging Markets Division, which consisted of five companies with total revenue of \$1.3B and a combined EBITDA of over \$30M.
- Influenced corporate business strategy for the larger organization and helped define the three-year strategic plan.
- Helped to establish and lead the global strategy and business development with specific emphasis on Asia and Europe.
- Conducted merger and acquisition analysis and helped to establish strategic partnerships with industry leaders focused on health care reform.
- Directed east region and specialty operations, which included call center, fulfillment and specialty pharmacy operations.
- Accountable for the mail-order pharmacy service strategy for entire enterprise.
- Managed more than 3,000 associates located in 15 sites across 10 states.

Early positions: Vice President, Strategy and Business Development, International Operations;
Vice President and General Manager

**Senior Vice President and COO**

VetCentric

Jun 2006 – Apr 2007 • 11 mos

- Provided expertise in corporate sales, marketing, and financial activities as well as collaborated with marketing and IT departments to support mail-order pharmacy.
- Implemented automated calling technology.
- Transitioned the pharmacy process to an online format, which involved a corporate restructure.
- Supervised the development and collocation of the technology infrastructure.

[Show more](#) ▾**Education****Arizona State University, W. P. Carey School of Business**

MBA, Business

2004 – 2007

Master of Health Sector Management, Arizona State University (Tempe, Arizona) Coursework only

**Temple University**

BS, Pharmacy

1984 – 1990

Activities and Societies: Kappa Psi

Volunteer Experience**Board Member**

Remedi SeniorCare Pharmacy

Health

Customer-inspired innovation: Solutions that enable long-term care facilities to reduce medication costs, improve efficiency, and increase medication administration safety and accuracy.

**Board Member**

ZYTO

Health

5/18/2018

Hammad Shah | LinkedIn

Digital Health: Produces health-related software and equipment to facilitate decision-making about health care and wellness.

