

Kelly Makarounas-Kirchmann B.Ec./M.Ec. (Public Policy)

OVERVIEW

Kelly is a Health Economist with over 20 years' experience in the pharmaceutical industry. She has experience in all facets of the market access and has key skills in developing, conducting, communicating and implementing related strategies.

In 1993 Kelly joined the pharmaceutical industry as the Health Economics Manager with the Australian Pharmaceutical Manufacturers Association (APMA), the peak body representing pharmaceutical companies. During her time at the APMA Kelly represented industry at various government levels and was the industry representative on the Economics Working Party of the Pharmaceutical Benefits Advisory Committee (PBAC). A major part of her role was to represent industry on a variety of working parties that included members of the Pharmaceutical Benefits Branch and the PBAC (they representing the Department of Health and Ageing). The main focus of these working parties had been the review of the Australian Economic Evaluation Guidelines and various changes to the process of reimbursement and pricing.

Whilst working for the pharmaceutical industry, as Head of Pricing, Reimbursement and Health Economics her experience in market access continued developing, especially regarding key communication with head offices. As an experienced consultant a wealth of knowledge has been accumulated over a broad range of therapeutic areas and scenarios, involving changes to Cabinet approvals, risk share agreements and other complex negotiations. Kelly has sat on a variety of industry advisory boards, including Medicines Australia's Futures Working Group.

Kelly will bring to your organisation a wealth of experience in a variety of therapeutic areas. Importantly throughout her years in industry Kelly has developed and maintained excellent relationships with the Department of Health and other key players. This, in combination with strategies that have proven successful over these many years, will add value to your market access success.

CURRENT APPOINTMENTS

Senior Lecturer

Department of Public Health, Monash University

Principal

KMC, Health Care, Australia

QUALIFICATIONS

Postgraduate

Masters of Economics (Public Policy), 1994
Monash University, Melbourne, Vic

Undergraduate

Bachelor of Economics, 1988
National and Capodistrian University of Athens, Athens, Greece

FURTHER EDUCATION

Advanced Seminar: Strategic Issues in Pharmacoeconomics

Michael Drummond, 1997

Cost-Effectiveness Analysis Methods for Medical Technologies and Pharmaceuticals

Harvard School of Public Health, 1997

Workshop on Economic Evaluation of Pharmaceuticals

Michael Drummond, 1993

PREVIOUS APPOINTMENTS

May 1994- July 2002

Director, Health Economics

Bristol Myers Squibb Australia

January 1993 - April 1994

Health Economics Manager

Australian Pharmaceutical Manufacturers Association

February 1991- November 1992

Assistant Lecturer (February 1991- February 1992) and Lecturer (July 1992- November 1992)

David Syme Faculty of Business, School of Banking and Finance, Monash University

January 1991- January 1993

Research Assistant

NHMRC National Centre for Health Program Evaluation. Fairfield Hospital