



Leila McLaughlin

Indirect Channel Pricing and Contracts Analyst

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SUMMARY

Pricing and contracts analyst with five years of experience supporting commercial pricing, **indirect channel programs**, **contract administration**, and revenue operations in regulated healthcare environments. Advanced Microsoft Excel skills support large multi source datasets, customer and product reconciliation, rebate validation, and practical commercial recommendations. Maintains pricing information across SAP and Model N, investigates contract and eligibility discrepancies, and coordinates **annual pricing changes** with Sales, Marketing, Finance, Operations, and Distribution. Builds dashboards and presentations that connect pricing behavior, contract terms, product mapping, and financial deadlines. Applies **root cause analysis** and disciplined data governance when resolving customer and sales inquiries. Ready to contribute clear analysis, reliable pricing data, and thoughtful cross functional coordination in a remote pricing operations role.

EXPERIENCE

Senior Pricing Analyst, Indirect Channel Pricing

Cardinal Ridge Medical Products 📅 May 2024 - Present 📍 Indianapolis, IN

Leads indirect channel pricing analysis across SAP and Model N for regulated medical products. Owns reconciliation, pricing implementation, reporting, and inquiry resolution while coordinating with Sales, Marketing, Finance, Operations, and Distribution.

- Analyzed **indirect channel pricing** across SAP and **Model N** for regulated medical products.
- Reconciled large **Excel extracts** before close, connecting sales, contracts, rebates, and customer master records.
- Investigated price exceptions through contract dates, **eligibility logic**, item mappings, and system records.
- Coordinated annual pricing implementation with Sales, Marketing, Finance, Operations, and Distribution stakeholders.
- Produced dashboards and presentations showing pricing trends, contract risks, and commercial recommendations.
- Resolved escalated eligibility, pricing, and **product mapping** inquiries with **audit ready documentation**.

Pricing and Contracts Analyst, Healthcare Commercial Pricing

Clearwater Health Supply 📅 August 2021 - April 2024 📍 Louisville, KY

Supported customer and product pricing operations for distributor served healthcare accounts. Built reconciliation models, validated rebates, aligned approved updates, researched billing exceptions, and corrected verified pricing and eligibility records.

- Maintained customer and product pricing records for distributor served **healthcare** customers.
- Built Excel reconciliation models using lookups, pivot tables, and exception review techniques.
- Validated rebates and transactions against contract terms before reporting and **settlement deadlines**.
- Prepared update files aligning approved changes across customer, contract, product, and **downstream records**.
- Separated source data defects from contract interpretation issues in recurring **billing exceptions**.
- Researched **sales** and **customer inquiries**, then corrected verified pricing and eligibility data.

PROJECTS

Indirect Channel Pricing Reconciliation 📅 2024

Created a repeatable reconciliation approach for sales, contract, rebate, and customer data. Connected exception review with pricing validation, product mapping, and financial close preparation.

Annual Pricing Implementation Reporting 📅 2023

STRENGTHS

- 📊 **Data Reconciliation**
Large Excel extracts became easier to review through structured lookups, pivots, and exception checks.
- ♥ **Contract Analysis**
Contract dates and eligibility rules guided focused investigations, helping separate source defects from interpretation issues.
- 👥 **Cross Functional Coordination**
Annual pricing work moved forward through clear communication with Sales, Finance, Operations, and Distribution.
- ✓ **Issue Resolution**
Escalated inquiries received documented answers, and verified pricing or product corrections reached downstream records.
- 📈 **Commercial Reporting**
Dashboards and presentations turned pricing trends and contract risks into practical recommendations for business partners.

SKILLS

Indirect Channel Pricing

Commercial Pricing Contracts

Excel SAP Model N

Rebate Reconciliation

Pricing Validation

Contract Eligibility

Product Mapping

Root Cause Analysis Dashboards

Regulated Industries Data Analysis

Contract Administration

LANGUAGES

English Native

Spanish Intermediate

MY CAREER



● Senior Pricing Analyst,
Indirect Channel Pricing at
Cardinal Ridge Medical Products
(2.3 Years)

● Pricing and Contracts
Analyst, Healthcare Commercial
Pricing at Clearwater Health
Supply (2.7 Years)

Structured annual pricing updates across customer, contract, product, and downstream records. Presented pricing trends, implementation risks, and correction priorities for cross functional review.

LEADERSHIP & AWARDS

- Recognized by cross functional partners for dependable pricing analysis and clear issue documentation.
- Selected as a trusted resource for complex eligibility, product mapping, and contract questions.
- Received positive stakeholder recognition for timely reconciliation support before financial deadlines.

EDUCATION

Bachelor's Degree in Finance

University of Louisville 🎓 GPA: 3.5 📅 2021 📍 Louisville, KY

Coursework: Financial analysis, managerial accounting, statistics, business data analysis

CERTIFICATIONS

- Microsoft Office Specialist: Excel Associate 📅 2022
- Contract Administration Certificate 📅 2023

TECHNICAL SKILLS

- **Spreadsheet Analysis:** Microsoft Excel, PivotTables, Lookup Functions
- **Pricing Systems:** SAP, Model N, Pricing Databases
- **Contract Operations:** Contract Administration, Contract Terms, Eligibility Rules
- **Rebate Processes:** Rebate Validation, Rebate Reconciliation, Settlement Review
- **Data Analysis:** Multi Source Analysis, Trend Analysis, Exception Review
- **Reporting Tools:** Dashboards, Presentations, Financial Reporting
- **Data Management:** Customer Master Data, Product Mapping, Data Corrections
- **Healthcare Operations:** Regulated Healthcare, Medical Products, Distributor Accounts
- **Financial Controls:** Financial Deadlines, Pricing Validation, Audit Documentation
- **Business Collaboration:** Sales Coordination, Finance Coordination, Operations Coordination

PROFESSIONAL AFFILIATIONS

- Healthcare financial operations community participant, focused on commercial pricing and data quality.
- Professional pricing and contracts peer network participant, sharing practical reconciliation methods.

ADDITIONAL INFORMATION

Work Status : Authorized to work in United States. No sponsorship required.

REFERENCES

AVAILABLE ON REQUEST