

## TODD SCHUCK

636 Chestnut Hill Road • Glastonbury, Connecticut 06033  
860.830.6321 (Cell) • [todd.schuck@cox.net](mailto:todd.schuck@cox.net) • [LinkedIn](#)

---

### ***Innovative Healthcare Revenue Cycle Management and Medical Device Sales Leader*** ***Med-Device • Complex Claim • ERISA Recovery Expertise***

Exceling at Med-Device Sales & New Business Development managing major local, regional and national hospital & healthcare system accounts. Offering Best-in-Class Med-Device Non- Rx Therapeutic alternatives for the treatment of Pain, Anxiety and Insomnia with Flagship product Alpha-Stim. Assist hospitals and healthcare systems recover millions through complex claim resolution and advanced ERISA Federal Appeal recoupment service. Deep understanding of Health Care Revenue Cycle and the impact of value-based payment systems. Always seeking out ways to enhance healthcare efficiency and improve patient outcomes.

- Strategic Account Management
- ARM- RCM Proficiency
- Proposal Prep & RFP Response
- SalesForce- HubSpot proficient
- ERISA Recoupment Expertise
- Contract signing proficient
- Value-Based Care Knowledge
- Strategic Alliance Building
- Consultative Sales Process
- Sales Team Development
- Channel Development
- SaaS Sales/ Conversions

---

### EXPERIENCE

Alpha Brain Health, Inc- Glastonbury, Connecticut December 2022-present

*Owner – Operator of Connecticut based Public Benefit Company Promoting – Distributing Non-Rx-Drug therapeutic alternatives for the treatment of Pain, Anxiety and Insomnia with Flagship Product Alpha-Stim*

- *Have numerous Clinicians throughout Connecticut and Rhode Island using the Alpha-Stim Device.*
- *Converted Dr. Jonathan Kost and the Hartford Pain Clinic in West Hartford and Meriden Spine and Pain Clinic to use Alpha-Stim nearly exclusively with select chronic pain patients with amazing success.*

TCS- HEALTHCARE RCM SERVICES, LLC-- Glastonbury, Connecticut 2020-present

*Owner- Operator Revenue Cycle Management Recovery services specializing in Complex Claim, Erisa related recoupments and AR Recovery Services– Multiple Recoveries for Top Health Systems & Hospitals Nationwide.*

*ERISA recovery service – a lucrative process for re-appealing previously denied zero-balance and written off claims through the federal ERISA appeal process.*

- *Partner with Nations leading advisory firm helping Hospitals and Health Systems recover millions in bad-debt, previously written-off claims by identifying appropriate claims to re-appeal through the Federal Erisa appeal process.*

HAYES MANAGEMENT CONSULTING, LLC / MDaudit™ – Newton, Massachusetts 2015-2020

*Healthcare Tech Provider/Partner – Improves Revenue, Mitigates Risk and Streamlines Billing and Coding Compliance Operations*

***Director Business Development - MDaudit™ Enterprise SaaS Migrations*** – Sold Net New Health Systems bringing in several new clients including Flagship customers like University of Arkansas Medical Sciences Center (“UAMS”) and Carolina’s Health System (now Atrium). Subsequently converted customers to newly created cloud-based system.

- *Won Largest Deal in Company History – A multi-year deal for the entire University of Texas System (all campuses) with a 3-year guarantee and 2-year option. Total net contract value of \$4.3 million.*
- *Conversions –University of Maryland Health; LifeBridge Health, Mercy Health, Capital Health; Children’s Hospital of LA; MultiCare, Baylor, Houston Methodist; LifePoint, Catholic Health Initiatives (CHI) and Sisters of Charity Health (SCL).*

A&C MEDICAL SUPPLIES & EQUIPMENT INC. – Southbury, Connecticut 2009-2015

*A Full-Service Home Medical Equipment and Supply Company*

***Principal, Owner*** – Directed all sales and new business development efforts for Medicare Accredited Home Medical Rehabilitation Equipment, Supply & Modification Company.

2003-2009

WATSON PHARMACEUTICALS – Morristown, New Jersey*Was a Leading Specialty Pharmaceutical Company – Acquired by [Allergan](#) in 2015*

**Associate Director – Corporate Accounts** (2005-2009) – Controlled Managed Care contracts with all Northeast Regional Health Plans including BCBS MA, VT, & RI, Excellus, along with dozens of other regional Payors. Managed relations with Specialty Pharmacy Providers; CuraScript, Diplomat, OptionCare (Walgreens) & CareMed Pharmaceutical Services. Managed contractual relations with the National Health Plan Humana. Liaised with Specialty Pharmacy consulting company, Icore HealthCare, to pull Trelstar sales through Specialty Pharmacy channel.

- *Product Launch – \$750K in Sales – Executed and managed Trelstar (Injectable) contract with Competitive Acquisition Program vendor, Bioscrip that lead to \$750k in sales.*

**Regional Sales Manager – Northeast** (2003-2005) – Managed a team of specialized Urology Pharmaceutical Sales Professionals promoting full line of Urological products calling on Urologists and OB-GYN's. Spent considerable amounts of time in field coaching and counseling team members while developing and Building relationships with “Key Opinion” leaders.

- *Product Launch Leader – Led the Northeast Region to a successful launch of the first ever transdermal patch (Oxytrol) for the treatment of overactive bladder. Re-Launched “Buy & Bill” LHRH agonist- cancer injectable-Trelstar for the treatment of advanced prostate cancer.*

ELAN PHARMACEUTICALS – South San Francisco, California

1996-2003

*Was a Major Drugs Firm based in Dublin, Ireland – Merged with Perrigo to form [Perrigo Company PLC](#) in 2013*

**Regional Sales Manager – Southeast** (1999-2003) – Managed teams of highly specialized Pharmaceutical Sales Representatives promoting neurology and pain-management products lines throughout the North and Southeast Regions.

- *Promoted to Manage Newly Formed Southeast Region – in May 1999. Hired and trained new sales representatives.*
- *Won Prestigious President's Cup Award – as one of the top two Regions in Sales in the year 2000.*

**Professional Sales Representative & Regional Trainer** (1996-1999) – Generated demand for unique line of specialized neurological/pain management medications, including anti-Parkinson's and anti-spasmodic preparations. Called on Neurologists, Psychiatrists, Pain Certified Anesthesiologists, Orthopedic Surgeons and Neurosurgeons. Promoted to Regional Trainer after first six months. Trained and mentored new hires. Organized and implemented quarterly “plan of attack” (POA) to maximize territory sales and profitability. Consistently exceeded quotas while simultaneously executing responsibilities as Northeast Regional Trainer.

- *Led Northeast Region in First Year Sales – of new anti-spasticity product, Zanaflex 1997.*
- *Rookie of the Year – for northeastern region 1997.*
- *Promotion – Promoted to Regional Trainer after first six months with the company.*

RHONE-POULENC RORER PHARMACEUTICAL – Collegeville, Pennsylvania

1992-1996

*Was a French Chemical and Pharmaceutical Company – Founded in 1928. As of 2015, the Pharmaceutical Operations of Rhône-Poulenc are Part of Sanofi and the Chemicals Divisions are Part of Solvay group and Bayer Crop Science.*

**Professional Sales Representative** – Responsible for the management, development, and profitability of a protected territory in the Greater Hartford area, with emphasis on products for hypertension/ angina, asthma, and allergic rhinitis. Developed and expanded relationships with health care professionals, including primary care physicians, cardiologists, and pediatricians.

- *Representative of the Year – Recognized as the Representative of the Year for the Eastern Business Unit in 1994.*
- *Led Northeastern Region in Market Share – with QD diltiazem (Dilacor XR) for HBP in 1994. Rookie of the Year in 1993, Hartford District.*

**EDUCATION**UNIVERSITY OF HARTFORD – West Hartford, Connecticut

Coursework towards **Master of Public Administration, Health Care Management**  
**Professional Certification in Health Care Management**

WESTERN NEW ENGLAND UNIVERSITY – Springfield, Massachusetts**Bachelor of Science, Business Administration and Marketing****ATHLETICS | HOBBIES | LEISURE**

High School and College Quarterback/Punter

Avid Tennis, Golfer- Enjoy spending time with family &amp; friends in Newport, RI

Member, Wethersfield Country Club- Wethersfield CT