

# Stephen Meadows

## Personal Recommendations

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## Recommendations

*The following are recommendations from my past work colleagues and customers . They represent people who have managed me, worked with me as colleagues, been my clients or I have worked with as part of a project matrix.*

*To be clear although I approached them to ask for a recommendation their views and words as to my work skills, team worker and qualities as an individual are their own and unaltered and are available publicly on my LinkedIn Profile.*

### **Bob Bateman - Field Talent Manager Synos Health**

Bob was senior to me but did not manage me directly.

*"I had the pleasure of working with Stephen at Amarin, and I was involved in the hiring process when we brought Stephen onboard. As someone from the United States, I had a general understanding of the NHS and how it operated. In one conversation with Stephen, I had a much deeper and broader understanding of the NHS, and it was instantly clear why we needed him to be a part of the team. Stephen has a strategic and measured approach and clearly communicates strategy and ideas. His insights are invaluable, and he is a team player who can be relied upon at any time. Any company that hires Stephen will quickly recognize what a wise decision they have made."*

 [linkedin.com/in/bob-bateman-3a239427](https://www.linkedin.com/in/bob-bateman-3a239427)

### **Mike Cooper - Managing Director at MCOO Consultancy**

Mike was my CEO 2019-2021

*"I have known Stephen for many years, whether that be as a client and latterly as a colleague at OUTICO. Stephen has multiple attributes for any organisation, including strategical input, Business Development as well as Market Access / direct Sales Professional competencies. Stephen has a broad capability built from his incredible knowledge of the NHS and healthcare economies in the UK. All of this is enhanced by the quality of his work ethic and dedication to whatever task or role is placed before him. I would not require a second thought about re-employing Stephen in an organisation that needed healthcare economy insight and Market Access selling competence.*

 [https://www.linkedin.com/in/mike-cooper-ab3b402?lipi=urn%3Ali%3Apage%3Ad\\_flagship3\\_profile\\_view\\_base\\_contact\\_details%3B5F16c4Z0SD0vDfnxVWC%2FNq%3D%3D](https://www.linkedin.com/in/mike-cooper-ab3b402?lipi=urn%3Ali%3Apage%3Ad_flagship3_profile_view_base_contact_details%3B5F16c4Z0SD0vDfnxVWC%2FNq%3D%3D)

### **Kevin Lennon - Director, Virtual Sales & GTM Enablement EMEA –**

Kevin Managed me directly 2019-02021

*"I have worked with Steve for many years and have found him to be a trustworthy and hardworking individual with an infectious passion for the NHS. He has an exceptional understanding of the NHS and associated health data, whilst being able to translate it into layman's terms."*

 [https://www.linkedin.com/in/kevin-lennon-4aab6911?lipi=urn%3Ali%3Apage%3Ad\\_flagship3\\_profile\\_view\\_base\\_contact\\_details%3BKjk6VqTbSZqmkHMBHTRYEq%3D%3D](https://www.linkedin.com/in/kevin-lennon-4aab6911?lipi=urn%3Ali%3Apage%3Ad_flagship3_profile_view_base_contact_details%3BKjk6VqTbSZqmkHMBHTRYEq%3D%3D)

### **Jim McCarthy Head of Hospitals UK at Sun Pharmaceuticals**

Jim managed me directly.

*I can highly recommend Stephen. His market access knowledge is first rate and to go with that he has an attention to detail and work ethic that makes him an asset to any organisation.*

*This in turn leads to a successful sales record. This coupled with being a great team member willing to share his experiences and knowledge means he is again an asset to me and the team.*

 [https://www.linkedin.com/in/jim-mccarthy-23ba0311?lipi=urn%3Ali%3Apage%3Ad\\_flagship3\\_profile\\_view\\_base\\_contact\\_details%3BMtpo49cIRBWSPPHkysuL6q%3D%3D](https://www.linkedin.com/in/jim-mccarthy-23ba0311?lipi=urn%3Ali%3Apage%3Ad_flagship3_profile_view_base_contact_details%3BMtpo49cIRBWSPPHkysuL6q%3D%3D)

### **Caroline Tansley. Assoc CIPD**

Caroline managed me directly.

*"Steve's a pleasure to work with, his innovative thinking and the level of detail that he puts into projects enables him to always be ahead of the game. He was the go-to team member for information on changes in the NHS and always willing to share knowledge and best practice."*



 [https://www.linkedin.com/in/caroline-tansley-bsc-assoc-cipd-8b11a126?lipi=urn%3Aurn%3Apage%3Ad\\_flagship3\\_profile\\_view\\_base\\_contact\\_details%3BBjkLHk%2Bc50qnTlmJ4WfFtA%3D%3D](https://www.linkedin.com/in/caroline-tansley-bsc-assoc-cipd-8b11a126?lipi=urn%3Aurn%3Apage%3Ad_flagship3_profile_view_base_contact_details%3BBjkLHk%2Bc50qnTlmJ4WfFtA%3D%3D)

## Dilip Patel – Commercial Value & PRMA Leader

Dilip managed me directly for 6 years.

*"Steve's knowledge of NHS commissioning and analytics spans several years and is second to none!"*

 [https://www.linkedin.com/in/dilip-p-6731926?lipi=urn%3Aurn%3Apage%3Ad\\_flagship3\\_profile\\_view\\_base\\_contact\\_details%3BjLl%2B0juSeC7nXu2KoAV6Q%3D%3D](https://www.linkedin.com/in/dilip-p-6731926?lipi=urn%3Aurn%3Apage%3Ad_flagship3_profile_view_base_contact_details%3BjLl%2B0juSeC7nXu2KoAV6Q%3D%3D)

## David Thorne - Chief Executive at Washington Community Health Care

I collaborated with David on several projects.

*"Steve is highly enthusiastic and has a great passion for a better understanding of the NHS environment. I do not know of anyone who has more affinity with the interpretation of NHS policy documents."*

 [https://www.linkedin.com/in/david-thorne-947a7341?lipi=urn%3Aurn%3Apage%3Ad\\_flagship3\\_profile\\_view\\_base\\_contact\\_details%3BKvFQNGkwR1WevpoJEWqNw%3D%3D](https://www.linkedin.com/in/david-thorne-947a7341?lipi=urn%3Aurn%3Apage%3Ad_flagship3_profile_view_base_contact_details%3BKvFQNGkwR1WevpoJEWqNw%3D%3D)

## Julian Given - Chief Officer at Washington Community Health Care

I collaborated with Julian on several projects.

*"I have worked with Steve over several years, and he is one of the few people that I have met who has a solid understanding of healthcare informatics and data and has the ability to convey interpretation and meaning of the figures to 'non experts.'"*

*"Steve is always up to date with healthcare policies, and it is always a pleasure to work with him as he is prepared, engaged and always genuinely interested in whatever area of the healthcare environment he is working on."*

 [https://www.linkedin.com/in/julian-given-a65a6045?lipi=urn%3Aurn%3Apage%3Ad\\_flagship3\\_profile\\_view\\_base\\_contact\\_details%3BF6Eaz7bZR3eMr4fFYl7qA%3D%3D](https://www.linkedin.com/in/julian-given-a65a6045?lipi=urn%3Aurn%3Apage%3Ad_flagship3_profile_view_base_contact_details%3BF6Eaz7bZR3eMr4fFYl7qA%3D%3D)

## Cory Inglis - Partner at OPEN Health

I was managed by Cory for 5 years.

*"Steve has a very robust understanding of the NHS and the NHS policy environment he has a talent for translating this policy into easily digestible pieces of information that make sense to non-NHS personnel. Steve has helped me over the past few years develop an understanding of the NHS policy environment so that appropriate communications activities can be proposed for our clients. He trained our team on numerous occasions, each time delivering with infectious passion and demonstrating a deep knowledge of the NHS."*

 [https://www.linkedin.com/in/cory-inglis-0a40ab6?lipi=urn%3Aurn%3Apage%3Ad\\_flagship3\\_profile\\_view\\_base\\_contact\\_details%3B%2B9ssLYnsSq2wmZA%2BE%2FCetQ%3D%3D](https://www.linkedin.com/in/cory-inglis-0a40ab6?lipi=urn%3Aurn%3Apage%3Ad_flagship3_profile_view_base_contact_details%3B%2B9ssLYnsSq2wmZA%2BE%2FCetQ%3D%3D)

## Justin Hall - Vice President and General Manager EMEA (UK Based) NeoTract\* Inc.

Justin was a Client at Harvey Walsh Ltd

*"Steve achieved great results against my brief, using his in-depth knowledge of U.K. Tariff coding and ICD10 mapping, producing high quality detailed collateral. Steve was quickly able to articulate the requirements and specifications I had into a meaningful economic model which added immediate value to our product offering. Steve is customer focused, results oriented and has an excellent ability to take a client's needs from concept to reality. It was a pleasure to work with Steve and I have no hesitation in recommending him."*

 [https://www.linkedin.com/in/justin-hall1?lipi=urn%3Aurn%3Apage%3Ad\\_flagship3\\_profile\\_view\\_base\\_contact\\_details%3Bq53RtsEEQyKW29Q%2BnTpOhA%3D%3D](https://www.linkedin.com/in/justin-hall1?lipi=urn%3Aurn%3Apage%3Ad_flagship3_profile_view_base_contact_details%3Bq53RtsEEQyKW29Q%2BnTpOhA%3D%3D)

## Andrew Pearce - Healthcare Brand Lead at Roche

Katheen was a Client at Harvey Walsh Ltd and a colleague at Novartis.

*"Steve has worked tirelessly to support me to deliver insight and tools which have changed the way we interface with our customers. Steve has been extremely professional, with unparalleled knowledge of NHS funding flows and demonstrates true customer focus through project management and delivery. Thank you, Steve, for your professional and personable support over the last few years."*

 [https://www.linkedin.com/in/andrew-pearce-3789a054?lipi=urn%3Aurn%3Apage%3Ad\\_flagship3\\_profile\\_view\\_base\\_contact\\_details%3BWgdmMFj2TH%2BC0Ny9tju70g%3D%3D](https://www.linkedin.com/in/andrew-pearce-3789a054?lipi=urn%3Aurn%3Apage%3Ad_flagship3_profile_view_base_contact_details%3BWgdmMFj2TH%2BC0Ny9tju70g%3D%3D)



## **Kathleen Grieve - Head of Market Access Marketing and Government Affairs Grünenthal**

### Kathleen was a Client at Harvey Walsh Ltd

*I have worked with Steve over the past almost 3 years and have found his knowledge of the NHS and the health environment very useful. Steve is an excellent trainer and demonstrates great patience to ensure that people understand what he is portraying. He has a strong knowledge of the tariff and PbR and NHS structure and good sources to clarify when things change.*



[https://www.linkedin.com/in/kathleen-grieve-7453a69?lipi=urn%3Ali%3Apage%3Ad\\_flagship3\\_profile\\_view\\_base\\_contact\\_details%3B27pZpHlfrRS19TpMsKkq2A%3D%3D](https://www.linkedin.com/in/kathleen-grieve-7453a69?lipi=urn%3Ali%3Apage%3Ad_flagship3_profile_view_base_contact_details%3B27pZpHlfrRS19TpMsKkq2A%3D%3D)

## **Stacey East - Account Manager working indirectly for me at Harvey Walsh Ltd**

*"I worked with Steve on several projects across a range of different clients and therapy areas.*

*His knowledge of NHS processes and policies is, in my experience, second to none. He has a talent for being able to translate his extensive and in-depth knowledge into an easy-to-understand format for people who do not share his level of expertise.*

*He listens to and works with clients to understand their aims, marketplace, and products. He then provides insights into how they can work with the appropriate NHS customers and teaches people how to speak their customers' language.*

*It has been a real pleasure working with Steve, he is a great person to have around in any team. I hope to be able to work with him again in the future as his skills and attitude are so valuable."*



[https://www.linkedin.com/in/stacey-east-77477a38?lipi=urn%3Ali%3Apage%3Ad\\_flagship3\\_profile\\_view\\_base\\_contact\\_details%3B7qKeD4EpTAK7On93mmpdKq%3D%3D](https://www.linkedin.com/in/stacey-east-77477a38?lipi=urn%3Ali%3Apage%3Ad_flagship3_profile_view_base_contact_details%3B7qKeD4EpTAK7On93mmpdKq%3D%3D)