



SCAN ME

Stephen Meadows

Personal Recommendations

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Recommendations

These recommendations are from former colleagues and customers, including managers, peers, clients and project-matrix partners.

Although I asked each person to provide a recommendation, their comments on my skills, teamwork and personal qualities are their own, unedited words and are publicly available on my LinkedIn profile.

Asha Kasha – Client Account Manager Uniphar

Asha was my project manager for the Ecolab Project where I delivered national adoption of patient surgical aseptic care.

"I wanted to personally thank you for your outstanding contribution. You have delivered a truly excellent piece of work. Your commitment, professionalism, and patience have made a meaningful impact, and the quality of the outcome clearly reflects the ownership and diligence you consistently demonstrated throughout.

Successfully navigating the complexities of an ever-changing NHS landscape, while contributing to the adoption of the brand and securing anti off licence biocide endorsement, is a significant achievement and a testament to your expertise and perseverance.

I look forward to the opportunity to work with you again very soon".



[linkedin.com/in/ashakacha](https://www.linkedin.com/in/ashakacha)

Andy Trouton Managing Director Colonis

I worked for Andy delivering NHS adoption of specialist paediatric adrenal insufficiency treatment

"I just wanted to drop you all align to both thank you and congratulate you on a great job for us I know I've only sat in a couple of the review meetings, but what struck me right from the start was the expertise professionalism knowledge and commitment that you all displayed. This has only been borne out with great results on formulary inclusion and subsequent sales. We have been really delighted with what you have achieved for us. In addition, your use of data combined with great customer knowledge has allowed for an efficient targeted approach. We couldn't put a lot of resource behind this project, but what you have delivered for us has been great you should be proud of what you've done. So, I wish you all the best in your next project and thanks again for what you've done in helping make the launch of our hydrocortisone solution such a success"



[linkedin.com/in/andrew-trouton-50541b8](https://www.linkedin.com/in/andrew-trouton-50541b8)

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%3Apaqe%3Ad_flagship3_profile_view_base_contact_details%3B5F16c4Z0SDovDfnxVWC%2FNq%3D%3D



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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%3BKjk6VqTbSZamkHMBHTrYEg%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%3BMtpo49clRBWSPPHkysuL6q%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%3Ali%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-731926?lipi=urn%3Ali%3Apage%3Ad_flagship3_profile_view_base_contact_details%3BjLj%2BQjuSeC7nXu2KoAV6Q%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%3Ali%3Apage%3Ad_flagship3_profile_view_base_contact_details%3BKvFQNGkwr1WvpoJEwEgNw%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 can 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%3Ali%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."



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https://www.linkedin.com/in/cory-inqlis-0a40ab67?lipi=urn%3Ali%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%3Ali%3Apage%3Ad_flagship3_profile_view_base_contact_details%3B%2B53RtsEEQyKW29Q%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%3Ali%3Apage%3Ad_flagship3_profile_view_base_contact_details%3B%2BwqdmMFj2TH%2BCONy9tju70q%3D%3D

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

Katheen was a Client at Harvey Walsh Ltd

I have worked with Steve over the past 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%3B%2B7pZpHfRRS19TpMsKkq2A%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%3B%2B7qKeD4EpTAK7On93mmpdKq%3D%3D