



Linda J. Schimmel

Linda Schimmel enjoyed a 35-year career before recently retiring. Early in her tenure, she had experience as social worker, counselor and teacher. However, she spent most of her professional career in the pharmaceutical and biologics industry. At AstraZeneca, she held the positions of Sales Representative, Clinical Research Associate, Sales Training Instructor, Regional Sales Director, Regional Business Director, Director of Sales Training, and Managed Markets Regional and National Account Executive. She was skilled in sales, sales leadership and contract negotiation. Linda worked with some of AstraZeneca's largest customers, including Aetna, Cigna, Caremark and Prime Therapeutics. She was a 4-time President's Circle of Excellence Award winner. Linda took an early retirement from AstraZeneca after she was offered a position with one of her top clients, Prime Therapeutics. At Prime, a Pharmacy Benefit Management company for the nation's Blue Cross and Blue Shield plans, she led a team that helped develop drug formularies for the health plans. With a breadth of knowledge in the payer and specialty pharmacy channels in the national marketplace she is often asked to consult for both the pharmaceutical and insurance industries and enjoys doing so on a limited basis.

Linda holds Bachelor of Arts degrees in Psychology and Criminology from the Indiana University of Pennsylvania and a Masters in Counseling Psychology from Penn State.

Linda and her husband, Michael, enjoy spending time with their children, Megan (a rising Junior at Virginia Tech) and Madelyn (a rising freshman at Auburn University). They plan to travel extensively in the near future!

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