

BRANDON KESSLER

Principal

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Current Responsibility

Brandon Kessler is a principal and pharmacy management consultant in the Milliman SkySail office. Brandon co-founded SkySail Rx in August 2015, which was acquired by Milliman in September 2021.

Professional Work Experience

Brandon has built a track record of leading successful teams and is highly regarded as an innovative pricing and product expert with a deep understanding of the pharmacy benefit pricing ecosystem. He currently oversees the Milliman SkySail product focusing on pricing, analytics, RFPs, and monitorings/audits for payers, PBMs, and pharmacies. Brandon has consulted on MAC management, network and contract review, manufacturer rebates, underwriting, billing and payments, and M&A services.

Prior to joining Milliman, Brandon co-founded SkySail Rx a pharmacy benefit industry consulting company focused on providing tools, guidance, and embedded advisor solutions.

He has also held executive roles for various pharmacy benefit managers to create a diverse bank of knowledge. He has focused on everything from contract negotiations, PBM implementations, client audits, process and efficiency improvements, cash cards, and annual reconciliations.

Education

BA, Chemistry, University of Texas at Dallas