



Julie Zatizabal

Chief Revenue Officer, Amber Specialty Pharmacy

Nominated by Kelli Wyant, Sr Vice President Operations, Amber Specialty Pharmacy

Julie has been an active member of NASP for many years. She has selflessly volunteered her time to serve as a member of the Membership committee, and in recent years, served as co-chair for this committee. She eagerly attends the NASP annual meeting every year to connect with colleagues, learn from industry thought leaders, and continue to grow her network. Both within our organization and throughout the specialty pharmacy industry, she promotes NASP membership as a value for specialty pharmacy professionals. She is an advocate for the NASP annual awards and encourages others to nominate their peers as a way to recognize NASP members for their outstanding contributions to specialty pharmacy.

It is not often that an organization can be blessed with someone who has a vast set of experience to draw on across specialty pharmacy and healthcare. Julie truly believes in the key aspects of patient care that separate a patient from a number. In the ever-changing landscape that is specialty, she is always employing a keen eye to not only promote a solid work environment, but to also ensure each healthcare professional is appreciated for the roles they play in the patient journey.

Through her role at Amber Specialty Pharmacy and NASP committee leadership, Julie has served as a mentor and ally for many in the specialty pharmacy industry. She is always willing to help others and execute strategies to share her vast knowledge with her colleagues - whether it be sharing her insights or directly engaging with partners across the industry, including pharmaceutical manufacturers, healthcare providers, third-party vendors and fellow specialty pharmacy staff.

Julie joined Amber Specialty Pharmacy in 2012 after 20 years in the pharmaceutical industry. She was hired as director of trade relations and later held several roles within the organization, including serving as the senior vice president of trade relations and, later, chief revenue officer. In February 2023, Julie was elevated to her current role as vice president of Amber Specialty Pharmacy's parent company, Hy-Vee, Inc., and became executive vice president and chief revenue officer at Amber Specialty Pharmacy. Julie's eagerness to learn and form personal connections helped her transition from a drug rep to a successful specialty pharmacy leader.

The last several years have been record-breaking years for winning new limited distribution drug access for Amber Specialty Pharmacy. In 2022, Amber Specialty Pharmacy launched 25 new limited distribution. Julie has been a key leader in this effort, working with her team to win access to specialty drugs. Julie's efforts helped lead Amber Specialty Pharmacy to a record year of sales and profit.

Julie's commitment to grow and expand our reach to patients is demonstrated by her willingness to develop, train, support and encourage all of Amber Specialty Pharmacy's future leaders to align with NASP missions and programs. Julie meets with our employees regularly, including several pharmacy managers located across the country and others at all levels of our organization to continue to keep her pulse on the needs of our patients and



support these leaders in the process. Through these meetings, she also consistently engages and challenges our teams for ways to continue to execute and exemplify excellence in quality patient care. Additionally, she meets with all new employees to make sure they understand our company culture, the specialty pharmacy industry and - most importantly - that what we do for our patients matters.

Julie has established herself as a dedicated leader in the specialty pharmacy industry through her connections, collaboration, knowledge of the industry and patient-centric focus. In her role, she forms and develops collaborative relationships with pharmaceutical manufacturers, providers, payers, advocacy groups, and consultants to improve access to care and enhance the specialty pharmacy industry. She fosters collaboration and promotes dialogue to address common challenges, drive change and innovation, and shape the future of the specialty pharmacy industry to benefit patients. As co-chair of the NASP Membership committee, she is committed to promoting and advocating for specialty pharmacy through NASP membership growth and retention. At Amber Specialty Pharmacy, Julie has participated in various events to support our patients and all specialty pharmacy patients through World Cancer Day, Rare Disease Day, Epilepsy Awareness Day, Autism Awareness Day, and our dunk tank fundraiser for Leukemia Lymphoma Society. Julie is also a member of 100 Women Who Care Omaha, an organization that brings women together to support local nonprofit organizations. In 2019, Julie was awarded the Spirit of Hy-Vee Award, an internal award that recognizes only a select group of employees who go above-and-beyond and exemplify the Hy-Vee brand in their everyday work. In 2020, she was named one of Drug Store News' Top Women in Health, Wellness and Beauty for her achievements in business excellence.