

GRACELYN ASHBY MCDERMOTT, MBA, PMP

Vice President, Vice President of Marketing, Sales, and Business Development at Kaiser Permanente of the Mid-Atlantic States

Gracelyn A. McDermott is Vice President of Marketing, Sales, and Business Development at Kaiser Permanente of the Mid-Atlantic States. She's an innovative and diverse executive with over 20 years' experience in project, program, and sales and account management. In her current role, Gracelyn oversees marketing, sales, and business development, and also for providing leadership in the development and execution of market and business strategies that deliver predictable and sustainable growth in membership, revenue, and margin. Overall, she is responsible for the retention and growth of health care commercial insurance accounts (small and large), individual accounts, and both Medicare and Medicaid.

She currently serves as chair for the Maryland Chamber of Commerce, and as chair of the Board of Trustees for her undergraduate alma mater, Mount Saint Mary's University. She is also a board member for Vehicles for Change, the Prince George's County Chamber of Commerce, and the Excellence in Education Foundation for Prince George's County Public Schools, Inc.

She resides in Mount Airy, MD with her husband and two daughters.

WORK EXPERIENCE

Prior to joining Kaiser Permanente, Ms. McDermott served as Vice President of Accrediting and Client Services at URAC, an independent health care accrediting organization. In this role, she oversaw all aspects of the accreditation process from applicant preparation and submission through the independent accreditation decision. Ms. McDermott also served as Director, Specimen Administration for Ameritox, LLC, formerly a leader in pain medication monitoring, offering laboratory services and practice management tools to help clinicians coordinate and optimize the care of chronic pain patients.

Her previous responsibilities include oversight of program and account management for The McConnell Group, Inc., a biodefense, biomedical and health science company, providing a comprehensive selection of professional and technical services to the government sector. She also held a series of roles with progressive program management responsibility, the last of which was Vice President of Scientific Services for ICON Development Solutions, a contract research organization. In this role, Ms. McDermott managed a department of about 250 staff working in various areas including project management, biostatistics, data management, SAS programming, clinical operations, pharmacokinetics, pharmacodynamics, and modeling and simulation – all in support of clinical trial management.

EDUCATION

Ms. McDermott holds a master's degree in business administration from Johns Hopkins University in Baltimore, MD. She is a certified Project Management Professional (PMP) and a member of Leadership Maryland, class of 2018.