Julien Tardivat

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**Executive Summary**

Experienced healthcare insurance leader with over 20 years in international health insurance. Proven expertise in medical provider partnerships management, cost containment, and employee engagement. Skilled in contract negotiation, project management, and navigating diverse healthcare landscapes. Strong understanding of the healthcare and insurance landscapes, as well as cultural nuances specific to the Asia-Pacific region.

**Highlights**

- Led Asia Pacific medical network management teams for 8 years, driving significant cost savings and strategic innovation.

- Orchestrated provider selection overhaul resulting in approximately 30% reduction in medical costs.

- Spearheaded product innovation for tailored insurance solutions, achieving exceptional sales.

- Expertise in project management, including CRM development, network redevelopment, medical supplier audit.

- Broad operations and claims management knowledge, including team setup, process improvement and provider onboarding.

**Professional Experience**

Aetna International, Singapore

Director, Medical Providers Partnerships APAC

Jun 2018 – Dec 2023

- Led APAC network team, orchestrating strategic negotiations yielding over $700,000 in savings.

- Devised and implemented cost-saving processes, achieving 9.4% average savings across medical providers.

- Successfully rolled out network management strategy, signing over 500 new contracts in 5 years with seamless provider onboarding.

- Played a pivotal role in collaborating with the Marketing and Product teams to successfully launch new products.

- Managed relationships with brokers and key accounts, overseeing enquiries regarding product set up for best network access.

- Acted as primary liaison for provider reconciliation, claims and operations teams enhancing operational efficiency through process reviews and optimisations.

Europ Assistance Holdings, Singapore

Regional Head of Medical and Travel Networks APAC

Jul 2015 – Jun 2018

- Formulated and implemented targeted network strategy, resulting in cost savings and improved claims management.

- Implemented cost-saving measures, including reverse auction tool and contract revisions.

- Successfully signed new contracts for global PPO platform, achieving self-sustained network management department globally.

- Acted as the key stakeholder in developing the first dedicated medical network management CRM.

- Central liaison facilitating seamless communication and collaboration with operations teams across all subsidiaries, thereby enhancing provider selection processes and expediting claims payments.

April Singapore Assistance, Singapore

Area Network Manager APAC

Apr 2014 – Jul 2015

- Developed global partnerships and negotiated discounts with hospitals, achieving significant cost savings.

- Expanded networks in remote areas, contributing to average case cost savings of up to 20%.

PRIOR EXPERIENCE

Henner-GMC, Paris and Singapore

- International Medical Network Coordinator, Paris and Singapore Aug 2007 - Apr 2014

- Sales Executive, Paris Mar 2005 – Jul 2007

- Senior Claims Administrator, Singapore Sep 2003 – Mar 2005

- Claims Administrator, Paris May 2001 – Aug 2003

**Education and Professional Development**

- Professional Bachelor Degree in insurance/finance.

- Higher National Diploma in Insurance.

- French Baccalauréat in Literature and Languages.

- Health Insurance certificate.

- Additional professional training in negotiation and leadership.

**Additional Information**

- Fluent in French and English, intermediate in Spanish.

- Member of humanist and philosophical association.

- Volunteering in a local school to help students.

- Passionate biker and writer.