

Monica Gindhart
Director, Account Management
Navion

With nearly two decades in the pharmacy and PBM industries, Monica Gindhart brings deep expertise to her role as Director of Account Management at Navion, formerly AlignRx. She builds strong relationships with brokers and employer groups, providing innovative pharmacy solutions and cost-saving opportunities tailored to their unique needs. By sharing best practices and trend data, she helps clients navigate rising costs while minimizing disruption.

Monica also leads PBM RFP processes, from contract negotiations to renewals and third-party savings programs. With firsthand knowledge of PBM contracts and pricing intricacies, she ensures clients get the best value from their pharmacy benefit strategies. Her deep industry insight led her to develop “PBM 101,” an educational course breaking down complex pharmacy concepts into real-world applications—empowering clients with the knowledge to make informed decisions.

Before joining Navion, Monica was a lead account executive at BeneCard PBF, where she restructured implementation processes and advised on all renewal RFPs. She then worked at RxBenefits, a pharmacy benefits optimizer (PBO) with contracts across the “Big 3” PBMs, managing large national accounts and driving process improvements. Within her first six months, she was nominated for New Rockstar of the Year and Top Strategic Account Executive of the Year.

With experience spanning transparent and traditional PBMs, Monica provides invaluable insights into all types of pharmacy arrangements and product offerings—helping clients optimize pharmacy benefits with confidence.