

# Brief Notes

NEWS FOR BROKERS & CONSULTANTS

March 27, 2018

Applies to: All Markets

## Horizon BCBSNJ Names New Sales Leaders

Horizon Blue Cross Blue Shield of New Jersey has made two key leadership appointments within our Commercial and Major Accounts teams. The appointments leverage these leaders' strong relationships, built over many years, within their respective market segments. As we continue to grow these segments, their knowledge and experience will be integral to our success.

**Joseph Ciampa** is named Director, Sales, Public Sector, and is now responsible for all facets of Public Sector business, including new business, account management and retention. He has worked in Horizon BCBSNJ's Public Sector market for more than 20 years, and has held roles of increasing responsibility in sales and account management. Joe now reports to Joseph J. Albano, Vice President, Commercial and Major Accounts.

**Kevin Duffy** is named Director, Sales, Labor and Grouping. Kevin has been with Horizon BCBSNJ for more than a decade in a variety of sales and account management roles. Kevin now reports directly to Timothy Harbison, Director, Large Group Sales and Account Management, under Mr. Albano.

These appointments are effective immediately. Horizon BCBSNJ is confident these promotions will help us continue to deliver on Our Promise, serving with excellence and dedication, providing peace of mind for those who depend on us, and ensuring the lives and health of our members and the communities we serve.



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