

### Todd Fessler

FAHM

MedInsight Sales & Marketing Director



#### CURRENT RESPONSIBILITY

Todd is the sales and marketing leader of MedInsight® in the Seattle office of Milliman. MedInsight is one of the industry's leading solutions for healthcare analytics and data warehousing. Todd's responsibilities include managing the MedInsight sales team, new business growth, retention business, and managing all aspects of MedInsight marketing. He joined the firm in 2009.

#### EXPERIENCE

Todd has more than 18 years of professional sales experience. He was a successful field sales representative for 13 years with companies such as Enclarity, Ingenix, and Landacorp. For the past five years, he has been in a sales management and leadership role for various companies.

Todd combines a strong background of sales process and sales force automation with his stellar track record of sales performance. He has been involved in all aspects of the sales cycle and has been instrumental in both growth and efficiency gains at the companies for which he has worked.

He helped launch Enclarity in 2006 and built the sales organization from the ground up. He hired and managed the sales force, trained all new sales representatives in product and value-selling skills, and contributed individual sales results. At Ingenix, Todd was either #1 or #2 in terms of sales production in each year he worked there.

Todd's experience has primarily consisted of selling healthcare technology and consulting services to payers, PPOs, TPAs and other types of health plans.

#### PROFESSIONAL DESIGNATIONS

- Fellow, Academy for Healthcare Management

#### EDUCATION

- BS, Business Management and International Business, Illinois State University

