

A white graphic element consisting of three overlapping arrowheads pointing to the right, positioned above the word "elite".

elite

WINNERS

SALES
SUMMIT
2024

2024 Leaders



TOP SALESPERSON OF THE YEAR

Blake Benton

Percent attained: 109%

Revenue achieved: \$7M

BU: Strategic



CEO AT-LARGE WINNER

Maryam Damavandi

SVP, Controllership

North America



CEO AT-LARGE WINNER

JP Migliarini

Head of Legal – Health, Fraud, Software
Solutions, and Strategic Alliances



Auto

INDIVIDUAL WINNERS

% ATTAINED

Martin Steen	131%
Brad Helander	131%
Tina Vasbinder	140%
John Harman	150%
Taylor McNees	174%
Steve Brackett	185%

SALES MANAGEMENT WINNERS

% ATTAINED

Daphne Fujisawa	115%
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ELITE AT-LARGE WINNERS

Ryan Cain
Kevin Henahan



BIS

INDIVIDUAL WINNERS

% ATTAINED

Jim Noonan	106%
Derek Kalina	109%
Nancy Syzdek	112%

SALES MANAGEMENT WINNERS

% ATTAINED

John Holm	102%
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Middle Market Sales

INDIVIDUAL WINNERS

% ATTAINED

Dan Scimeca	109%
Taneishia Fields	114%
Alex Robbins	117%
Jeremy Rosenberg	118%
John Mordach	138%

SALES MANAGEMENT WINNERS

% ATTAINED

Lucy Cabrales	101%
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Clarity

INDIVIDUAL WINNERS

% ATTAINED

Lyndi Long

120%

Shelleyanne Rein

140%

SALES MANAGEMENT WINNERS

% ATTAINED

Heide Lasiewski

110%

ELITE AT-LARGE WINNERS

Carol Reeder



EDQ

INDIVIDUAL WINNERS

% ATTAINED

Josh Eidell

124%



Employer Services

INDIVIDUAL WINNERS

% ATTAINED

Don Johnson	100%
Dane Swenson	114%
Kim Warren	146%
Levi Groner	190%

SALES MANAGEMENT WINNERS

% ATTAINED

Alan Shemelya	112%
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SALES MANAGEMENT WINNER — LEADER OF LEADERS

REVENUE ACHIEVED

Angela Lojacono	112%	\$90,663,873
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EPS

INDIVIDUAL WINNERS

% ATTAINED

Tara Green	111%
Chris Anderson	120%
Mary Grossman	129%
Jennifer Tome	130%

SALES MANAGEMENT WINNERS

% ATTAINED

Nadia Kalala	105%
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STRETCH GOAL WINNERS

% ATTAINED

REVENUE ACHIEVED

Jerry Jensen	154%	\$10,779,080
Michael Bruemmer	263%	\$108,787,363
Michael Morelli	330%	\$93,416,018
Otto Stoeterau	343%	\$5,144,782

ELITE AT-LARGE WINNERS

Caleb Vansteenwyk



Health

INDIVIDUAL WINNERS

% ATTAINED

Erin Broadway	149%
Dan Klobucar	161%
Adam Lackey	161%
Laura Holland	161%
Tom Symington	193%

SALES MANAGEMENT WINNERS

% ATTAINED

Michael Arcello	189%
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SALES MANAGEMENT WINNER — LEADER OF LEADERS

% ATTAINED

REVENUE ACHIEVED

Sandy Payne	121%	\$61,024,062
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STRETCH GOAL WINNERS

% ATTAINED

REVENUE ACHIEVED

Russell Fuchs	416%	\$9,569,256
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ELITE AT-LARGE WINNERS

Rob Stucker
Kate Ankumah



Marketing Services

INDIVIDUAL WINNERS

% ATTAINED

Lauren Portell	112%
Kimberly Davey	114%
Karen Yoon	125%
Michael Schiavone	143%

SALES MANAGEMENT WINNERS

% ATTAINED

Sarah Ilie	116%
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STRETCH GOAL WINNERS

% ATTAINED

REVENUE ACHIEVED

Addison Moore	150%	\$14,908,607
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SEA

INDIVIDUAL WINNERS

% ATTAINED

Chris Lightner	108%
Skyler Jacobsen	112%
Neli Coleman	123%
Sylvia Steinback	123%

SALES MANAGEMENT WINNERS

% ATTAINED

Holly Deason	109%
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IS&M — Preferred

INDIVIDUAL WINNERS

% ATTAINED

Stephen Kieffer	108%
Ryan Doyle	119%
Tim Starkey	121%
Mike Allred	121%
Meghan Williams	126%
Susan Malinowski	133%

SALES MANAGEMENT WINNERS

% ATTAINED

Will Hope	113%
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IS&M — Strategic

INDIVIDUAL WINNERS

% ATTAINED

Blake Benton	109%
Darrin Knudsen	110%
Sandy Womer	111%
Beth Wootton	114%
Brian Ardinger	114%
Mike Liesch	124%
Rob Rollo	142%

SALES MANAGEMENT WINNERS

% ATTAINED

Julie Fass	116%
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SALES MANAGEMENT WINNER — LEADER OF LEADERS

% ATTAINED

REVENUE ACHIEVED

Elena Finizio	110%	\$207,879,290
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STRETCH GOAL WINNERS

% ATTAINED

REVENUE ACHIEVED

Felicia Peng	120%	\$114,152,583
Jeff Powell	123%	\$138,162,902
Stephanie Higgins	150%	\$38,394,911



Integrated Sales & Marketing

ELITE AT-LARGE WINNERS

Julius Heim

Payman Shabbak

Joanne Ciniglia



Other Winners

ECS/D2C ELITE AT-LARGE WINNERS

BU

Cyrus Ameri

ECS

Ian Murphy

D2C

CIS ELITE AT-LARGE WINNERS

BU

Sandy Anderson

CIS

BU SALES LEADERS

% ATTAINED

BU

John DeMarco

101%

Auto

Stan Oliai

102%

Integrated Sales
& Marketing

Julie Bohn

104%

SEA

Karen Tatten

110%

Strategic

Natalie Buxton

111%

EES

Shelly Parrish

112%

Clarity

Jason Considine

117%

Health

Joe Talbott

117%

EPS

BU PRESIDENTS AND GENERAL MANAGERS

% ATTAINED

EBIT ATTAINED

BU

Scott Brown

100%

100%

CIS

Tom Cox

100%

101%

Health

John Gray

101%

101%

Auto

Jeff Sofley

101%

102%

ECS

Michael Mendelsohn

117%

100%

EPS

