

Tammy L. Brown

*Managing Director
Senior Vice President
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Employee Benefits Consulting



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Responsibilities

Tammy Brown is a Practice Leader for the Employee Benefits practice of Conner Strong & Buckelew. She has over 25 years of Large Group Underwriting and Account Management experience. As Senior Vice President for the Employee Benefits practice, her responsibilities include developing and implementing the overall strategy for the practice, including strategic planning, benefit evaluations, financial analysis and managing the collective bargaining process. She is also responsible for delivering the financial targets established for the practice in addition to managing client expectations.

Background

Prior to joining Conner Strong & Buckelew, Brown was the Underwriting Director for Horizon Blue Cross Blue Shield of New Jersey. For the last 16 years, she was responsible for all large group customers with 50 or more employees including Midsize, Public Sector, Jumbo, National, and Labor business. Her primary charge was to generate top line revenue and bottom line financial results for Horizon. In that capacity, she was responsible for the risk assessment, pricing, underwriting, and data reporting for all new business, renewals, and settlement activity which exceeded \$3 billion in annual top line revenue. Brown was also responsible for developing strategic pricing initiatives to keep pace with the ever-changing marketplace conditions. Prior to joining Horizon, Brown was an Underwriting Consultant for the Equitable's Group Health Division for 11 years.

Education

Fordham University – Bachelors of Science in Mathematics & Economics
