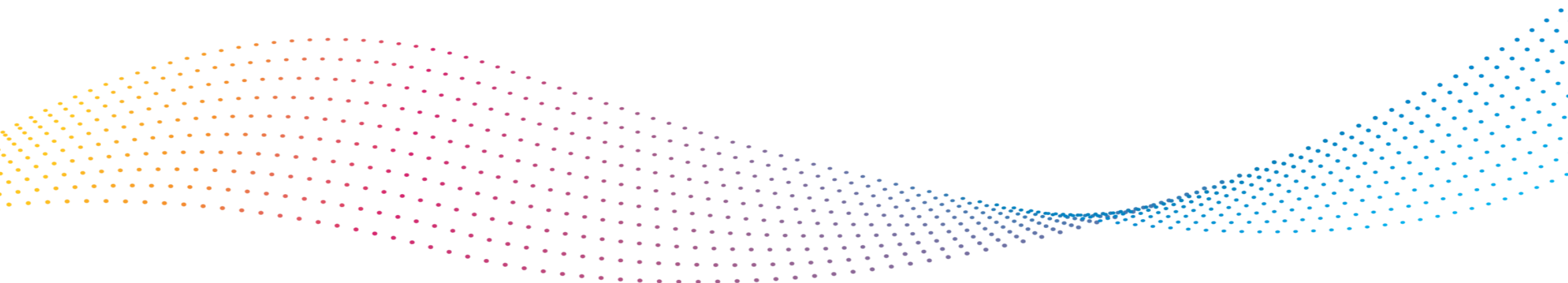
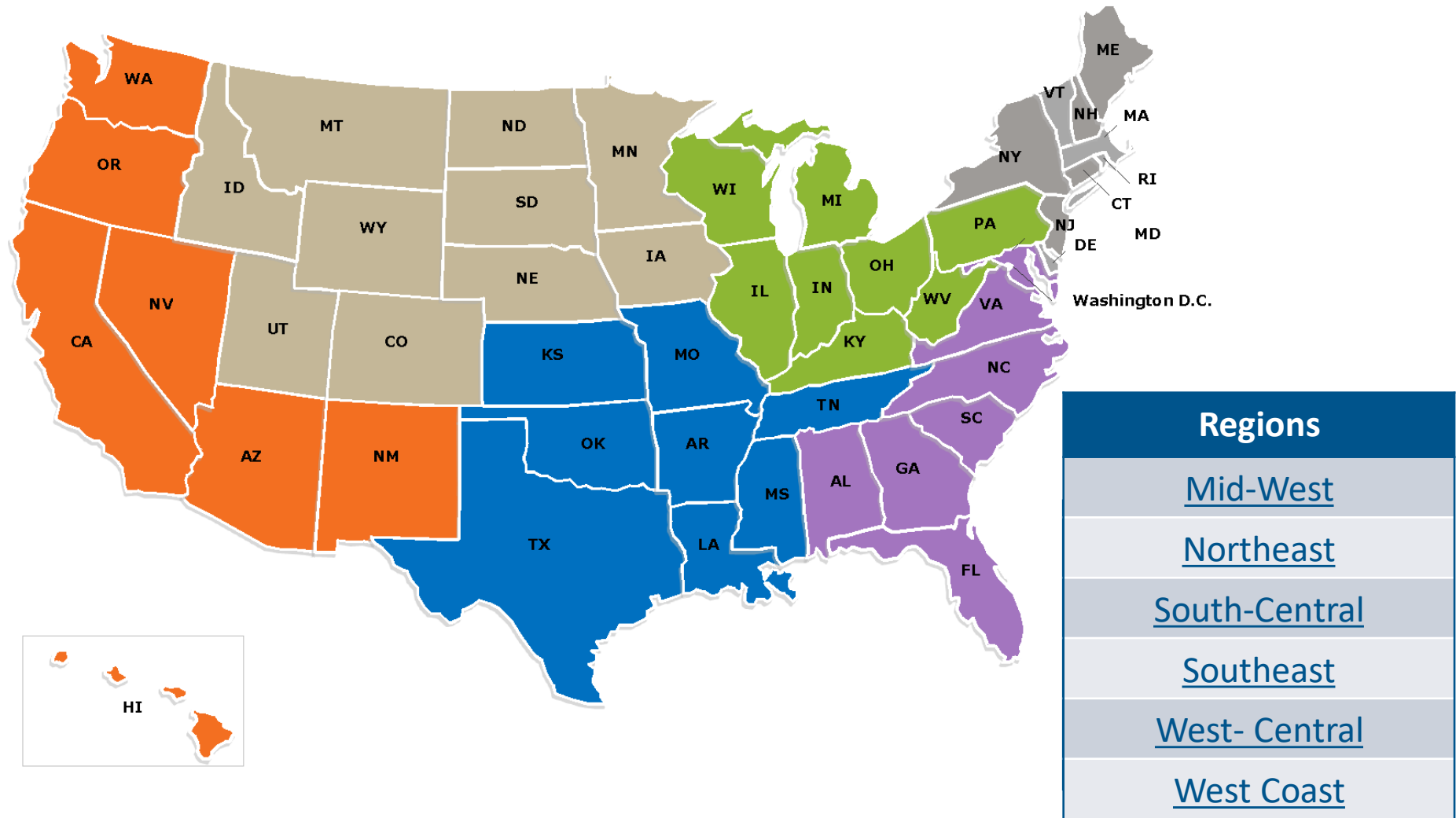


# Sales Leadership Contacts



# Regional Sales Leadership



# Broker Leader Structure

## *Two Distinct Roles*

### Field Agency Manager

- Manager – Senior Director Level: Manages all regional/local agencies regardless of level (FMO – GA)
- Senior Manager – Senior Director can have Field Agency Managers, Direct Reports

### Sales Executive

- Senior SE or SE
- Directly Reports to a Field Agency Manager
- Collaborates with all Brokers assigned to them
- Drive Broker to increase sales, while growing the net number of active producing Brokers they support

# Mid-West

Name	Title	State	Phone Number	Email
Sayetta Redmond-Reid	Sales Executive	IL	708-321-0563	<a href="mailto:Sayetta.L.RedmondReid@CENTENE.COM">Sayetta.L.RedmondReid@CENTENE.COM</a>
Jennifer McAnalley	Sales Executive	IN	317-430-8823	<a href="mailto:Jennifer.D.McAnalley@centene.com">Jennifer.D.McAnalley@centene.com</a>
Nick Poirier	Sales Executive	OH	313-212-2635	<a href="mailto:Nicholas.Poirier@mhplan.com">Nicholas.Poirier@mhplan.com</a>
Jonathan Strand	Sales Executive	WI	414-331-4676	<a href="mailto:Jonathan.J.Strand@CENTENE.COM">Jonathan.J.Strand@CENTENE.COM</a>
Emily LaLonde	Sales Executive	MI	313-401-6025	<a href="mailto:Emily.LaLonde@mhplan.com">Emily.LaLonde@mhplan.com</a>
Kyle Ingraham	Sales Executive	MI	313-701-1243	<a href="mailto:Kyle.Ingraham1@mhplan.com">Kyle.Ingraham1@mhplan.com</a>
Kimberly Scott	Field Agency Manager	KY	859-512-7857	<a href="mailto:Kimberly.Scott2@wellcare.com">Kimberly.Scott2@wellcare.com</a>
Sandra Volk	Sales Executive	MO	314-243-0478	<a href="mailto:sandra.volk@centene.com">sandra.volk@centene.com</a>
Daniel Torres	Sales Executive	MO	417-209-4599	<a href="mailto:Daniel.Torres@Centene.com">Daniel.Torres@Centene.com</a>

# Northeast

Name	Title	State	Sub- Region	Phone Number	Email
Christopher Myers	Sales Director	NY	New York	518- 681-2758	<a href="mailto:christopher.myers@wellcare.com">christopher.myers@wellcare.com</a>
Eric Ryan	Sales Executive	NY	New York	518-491-3950	<a href="mailto:eryan@fideliscare.org">eryan@fideliscare.org</a>
Michelle Lestrangle	Sales Executive	NY	New York	518-226-9186	<a href="mailto:michelle.lestrange@wellcare.com">michelle.lestrange@wellcare.com</a>
Sherri Stoklasa	Sales Executive	NY	New York	917-471-0431	<a href="mailto:sherri.stoklasa@wellcare.com">sherri.stoklasa@wellcare.com</a>
Maximo Luna	Sales Executive	NY	New York	917-670-9378	<a href="mailto:mluna@fideliscare.org">mluna@fideliscare.org</a>
Rain Zheng	Sales Executive	NY	New York	646-677-9536	<a href="mailto:rzheng1@fideliscare.org">rzheng1@fideliscare.org</a>
Elliott Wangaard	Field Agency Manager	CT	Hamden	203-535-2510	<a href="mailto:elliott.wangaard@wellcare.com">elliott.wangaard@wellcare.com</a>

# Northeast continued

Name	Title	State	Sub- Region	Phone Number	Email
Patrick MacLeod	Field Agency Manager	NH	Tampa	603-718-4961	<a href="mailto:patrick.macleod@wellcare.com">patrick.macleod@wellcare.com</a>
James Ball	Field Agency Manager	ME	Hamden	207-838-7444	<a href="mailto:james.ball@wellcare.com">james.ball@wellcare.com</a>
Arnold Thompson Jr.	Field Agency Manager	NJ	Newark	973-508-7077	<a href="mailto:arnold.thompsonjr@wellcare.com">arnold.thompsonjr@wellcare.com</a>
Luis Castro	Sales Executive	NJ	Newark	862-259-0515	<a href="mailto:luis.castro@wellcare.com">luis.castro@wellcare.com</a>
Derek Hicks	Field Agency Manager	PA	All	724-650-6581	<a href="mailto:derek.a.hicks@centene.com">derek.a.hicks@centene.com</a>
Kerri Livengood	Sales Executive	PA		724-237-0401	<a href="mailto:Kerri.L.Livengood@centene.com">Kerri.L.Livengood@centene.com</a>
Colleen Heilman	Sales Executive	PA		717-645-2082	<a href="mailto:Colleen.M.Heilman@CENTENE.COM">Colleen.M.Heilman@CENTENE.COM</a>
Christopher Anderson	Field Agency Manager	RI & VT	All	203-249-1075	<a href="mailto:christopher.s.anderson@wellcare.com">christopher.s.anderson@wellcare.com</a>

# South-Central

Name	Title	State	Sub- Region	Phone Number	Email
April Davis	Sales Executive	AR	Little Rock Proper	501-304-5774	<a href="mailto:April.G.Davis@CENTENE.COM">April.G.Davis@CENTENE.COM</a>
Trent Dodds	Sales Executive	AR	North Central Arkansas	501-236-1557	<a href="mailto:Trent.A.Dodds@centene.com">Trent.A.Dodds@centene.com</a>
Patricia Berry	Sales Executive	AR	North West Arkansas	479-295-0380	<a href="mailto:Patricia.A.Berry@centene.com">Patricia.A.Berry@centene.com</a>
Isaac Dull	Sales Executive	KS	Kansas South	316-218-2207	<a href="mailto:isaac.s.dull@centene.com">isaac.s.dull@centene.com</a>
Brian Gaines	Sales Executive	KS	Kansas City Metro	913-278-2383	<a href="mailto:brian.gines@centene.com">brian.gines@centene.com</a>
Herschel Marcy	Sales Executive	KS	Kansas City Metro	417-321-1538	<a href="mailto:herschel.d.macy@centene.com">herschel.d.macy@centene.com</a>
Lauren Breaud	Sales Executive	LA	Statewide	985-323-9602	<a href="mailto:Lauren.Breaud@CENTENE.COM">Lauren.Breaud@CENTENE.COM</a>
Gary Preacher	Sales Executive	LA	New Orleans Proper	225-223-8051	<a href="mailto:Gary.Prechter@wellcare.com">Gary.Prechter@wellcare.com</a>
Van Davis	Sales Executive	MS	Jackson Proper	601-321-5609	<a href="mailto:Van.Davis@wellcare.com">Van.Davis@wellcare.com</a>

# South-Central continued

Name	Title	State	Sub- Region	Phone Number	Email
Cheryl Smith	Sales Executive	MS	Jackson Proper	601-397-8769	<a href="mailto:CHERSMITH@CENTENE.COM">CHERSMITH@CENTENE.COM</a>
Kenna Rickett	Sales Executive	TX	San Antonio Proper	210-426-8075	<a href="mailto:kenna.p.rickett@centene.com">kenna.p.rickett@centene.com</a>
Monica Acosta	Sales Executive	TX	San Antonio Proper	214-548-9807	<a href="mailto:macosta@centene.com">macosta@centene.com</a>
Dana Shae Ewing	Sales Executive	TX	Austin Proper	281-840-0872	<a href="mailto:Dana.Ewing@wellcare.com">Dana.Ewing@wellcare.com</a>
Fernie Orona	Sales Executive	TX	El Paso	915-238-6676	<a href="mailto:fernando.n.orona@centene.com">fernando.n.orona@centene.com</a>
Claudia Villarreal	Sales Executive	TX	Rio Grande Valley	956-243-6492	<a href="mailto:Claudia.m.villarreal@Centene.com">Claudia.m.villarreal@Centene.com</a>
Haycel Ferman Mejia	Sales Executive	TX	Rio Grande Valley	956-540-8532	<a href="mailto:heycel.fermanmejia@centene.com">heycel.fermanmejia@centene.com</a>
Rosa Walker	Sales Executive	TX	Dallas Proper	214-879-1113	<a href="mailto:Rosa.Walker@wellcare.com">Rosa.Walker@wellcare.com</a>
Rosalind Kersh	Sales Executive	TX	Dallas, Lubbock	469-904-3176	<a href="mailto:Rosalind.M.Kersh@centene.com">Rosalind.M.Kersh@centene.com</a>



# Southeast

Name	Title	State	Sub- Region	Phone Number	Email
Glenda Martinez	Field Agency Manager	FL	Central FL/NE FL	407-782-7977	<a href="mailto:glenda.martinez@wellcare.com">glenda.martinez@wellcare.com</a>
Daniel Maldonado	Sales Executive	FL	Central FL/NE FL	407-619-1590	<a href="mailto:daniel.maldonado@wellcare.com">daniel.maldonado@wellcare.com</a>
Maria Diaz Agosto	Sales Executive	FL	Central FL/NE FL	407-572-3459	<a href="mailto:maria.diazagosto@wellcare.com">maria.diazagosto@wellcare.com</a>
Angelica Velasco	Field Agency Manager	FL	South FL/SW FL	305-206-2825	<a href="mailto:angelica.velasco@wellcare.com">angelica.velasco@wellcare.com</a>
Fadner Theodore	Sales Executive	FL	South FL/SW FL	954-805-8937	<a href="mailto:fadner.theodore@centene.com">fadner.theodore@centene.com</a>
Theodore Libernini	Field Agency Manager	FL	West FL/Panhandle	813-390-9416	<a href="mailto:ted.libernini@wellcare.com">ted.libernini@wellcare.com</a>
Ruben Diaz	Sales Executive	FL	West FL/Panhandle	813-625-2840	<a href="mailto:ruben.diaz@wellcare.com">ruben.diaz@wellcare.com</a>
Ross Miller	Field Agency Manager	SC	All	864-561-1917	<a href="mailto:ross.miller@wellcare.com">ross.miller@wellcare.com</a>
Shane White	Field Agency Manager	NC	All	919-815-4245	<a href="mailto:Shane.White@wellcare.com">Shane.White@wellcare.com</a>

# Southeast continued

Name	Title	State	Sub- Region	Phone Number	Email
Stuart Webb	Sales Executive	TN	All	901-237-6481	<a href="mailto:Stuart.Webb@wellcare.com">Stuart.Webb@wellcare.com</a>
Robert Alley	Sales Executive	SC	Low Country	843-214-3372	<a href="mailto:robert.l.alley@centene.com">robert.l.alley@centene.com</a>
Leon Moore	Sales Executive	SC	Midlands	803-447-1841	<a href="mailto:leron.w.moore@centene.com">leron.w.moore@centene.com</a>
Tracie Randle	Sales Executive	GA	GAN (Atlanta/North GA)	678-435-1653	<a href="mailto:Tracie.D.Randle@centene.com">Tracie.D.Randle@centene.com</a>
Lamottas "Skip" Jackson	Sales Executive	GA	GAN (Atlanta/North GA)	404-731-0778	<a href="mailto:Lamottas.Jackson@wellcare.com">Lamottas.Jackson@wellcare.com</a>
Lacey Owens	Sales Executive	GA	GAE ( Augusta/Savannah)	470-322-0851	<a href="mailto:lacey.owens@wellcare.com">lacey.owens@wellcare.com</a>
Michael Gundy	Sales Executive	GA	GAC ( Columbus/Macon)	478-765-2682	<a href="mailto:Michael.Gundy@wellcare.com">Michael.Gundy@wellcare.com</a>
Sharon Roundtree	Sales Executive	AL	All		<a href="mailto:sharon.roundtree@centene.com">sharon.roundtree@centene.com</a>
Joey Anselmo	Director, Broker Sales	FL	All	407-253-7633	<a href="mailto:joseph.anselmo@wellcare.com">joseph.anselmo@wellcare.com</a>

# West- Central

Name	Title	State	Phone Number	Email
Cameron Franklin	Sales Executive	AZ	480-338-5175	<a href="mailto:cameron.l.franklin@azcompletehealth.com">cameron.l.franklin@azcompletehealth.com</a>
Pat Parisella	Sales Executive	AZ	520-306-7360	<a href="mailto:Patrizia.Parisella@healthnet.com">Patrizia.Parisella@healthnet.com</a>
Felipe Valdez	Sales Executive	AZ	480-518-7640	<a href="mailto:fvaldez@care1staz.com">fvaldez@care1staz.com</a>
Araceli Avila	Sales Executive	NV	702-250-2991	<a href="mailto:araceli.avila@centene.com">araceli.avila@centene.com</a>
Ashley Avila	Sales Executive	NM	505-382-5262	<a href="mailto:ashley.avila@centene.com">ashley.avila@centene.com</a>
Brad Sweet	Field Agency Senior Manager	OR	503-407-5199	<a href="mailto:brad.e.sweet@healthnet.com">brad.e.sweet@healthnet.com</a>
Julia Tissen	Sales Executive	OR	541-359-5771	<a href="mailto:julia.a.tissen@healthnet.com">julia.a.tissen@healthnet.com</a>
Harmony Clayton	Field Sales Manager	OR	971-727-6229	<a href="mailto:harmony.clayton@healthnet.com">harmony.clayton@healthnet.com</a>
Shane Shown	Field Agency Manager	WA	253-254-4219	<a href="mailto:shane.shown@wellcare.com">shane.shown@wellcare.com</a>
Ryan Sherman	Sales Executive	OR	916-309-2491	<a href="mailto:Ryan.B.Sherman@CENTENE.com">Ryan.B.Sherman@CENTENE.com</a>

# West Coast

Name	Title	State	Sub- Region	Phone Number	Email
Rick Moore	Sales Executive	CA		909-270-9670	<a href="mailto:rick.d.moore@healthnet.com">rick.d.moore@healthnet.com</a>
Shannon Williams	Sales Executive	CA	San Diego & Imperial	619-840-1590	<a href="mailto:shannon.l.williams@healthnet.com">shannon.l.williams@healthnet.com</a>
Robert Scherb	Sales Executive	CA	Los Angeles	818-389-1738	<a href="mailto:robert.x.scherb@healthnet.com">robert.x.scherb@healthnet.com</a>
Stella Sanchez	Field Agency Manager	CA	Ventura, Central and Northern CA	714-715-7739	<a href="mailto:stella.sanchez@wellcare.com">stella.sanchez@wellcare.com</a>
Jason Bronston	Sales Executive	CA	Ventura, Central	818-676-7625	<a href="mailto:jason.p.bronston@healthnet.com">jason.p.bronston@healthnet.com</a>
Stanley Robinson	Sales Executive	CA	Northern CA	916-235-0563	<a href="mailto:stanley.robinson@centene.com">stanley.robinson@centene.com</a>
Todd Alvarez	Field Agency Manager	CA	Los Angeles, Orange Counties, San Diego, Riverside, San Bernardino & Imperial	714-934-3378	<a href="mailto:todd.a.alvarez@healthnet.com">todd.a.alvarez@healthnet.com</a>
Dale Washington	Sales Executive	CA	Los Angeles	714-226-2653	<a href="mailto:dale.washington@healthnet.com">dale.washington@healthnet.com</a>
Kathleen Llado-Franzke	Sales Executive	CA	Los Angeles	818-577-9126	<a href="mailto:kathleen.m.llado-Franzke@healthnet.com">kathleen.m.llado-Franzke@healthnet.com</a>
Connie Tam	Field Agency Manager	CA		408-823-4685	<a href="mailto:connie.y.tam@healthnet.com">connie.y.tam@healthnet.com</a>