103 Aspen Driv Boalsburg, PA		600 H Street NE Apt 530 Washington, D.C. 20002
Professional I		
	-	Washington DC
-	Expert Engagement Manager	<b>Washington, D.C.</b> 2015 - 2018
Company	<ul> <li>Healthcare Systems &amp; Services</li> <li>Improved bottom-line performance of major healthcare clients incl commercial distribution, risk adjustment, pricing and product design, an management programs</li> </ul>	luding focus in
	• <b>Managed teams of 3 analysts to deliver results:</b> served team leader reteams to deliver time-sensitive client results. Additionally, managed both culture and leadership expectations	
	• Led executive discussion to drive decision-making: listened, respondent integrated organizational perspectives to facilitate C-level Steerco meetine executive-level insights and supporting facts to drive group decision-making	ings. Presented
	• <b>Designed problem solving and analytical approaches:</b> led top-down best path-forward for complex problems. For areas targeted for deeper to driven approaches to bottoms-up analysis (e.g. SQL/R/Excel for claims-lencounter-level data for inpatient hospital stays, etc.)	focus, led data-
Deloitte	Business Analyst	McLean, VA; New York, NY
Consulting	<ul> <li>Actuarial Risk and Analytics</li> <li>Drove implementation for enterprise strategies: translated C-suite c into on-the-ground operational activities for execution. This included ke design, change management, and communications to support success in</li> <li>Performed advanced modeling for key business risks: to drive insigh complex and uncertain business situations (e.g. risk-based capital for inv uncertain business situations (e.g. risk-based capital for inv</li> </ul>	ey organizational execution ht for highly
	warranty cost reserving for P&C coverages, pricing, etc.)	
Cigna	<ul> <li>Actuarial Analyst <ul> <li>Actuarial Executive Development Program</li> <li>Developed go-forward strategy for MLR rebate implementation as or prepared for new ACA requirements for medical loss ratios</li> </ul> </li> </ul>	<b>Bloomfield, CT</b> May-Aug 2011 commercial lines
Education and	Professional Designation	
Society of	Fellow of the Society of Actuaries (FSA)	Schaumburg, IL
Actuaries	<ul> <li>Passing marks for comprehensive associate exam requirements (P/1, FM MFE/3F, C/4) and fellowship exam requirements (GHC-US, GHA-US, and</li> </ul>	M/2, MLC/3M, August 2017
American	Member of the American Academy of Actuaries (MAAA)	Washington, D.C.
Academy of Actuaries	• Active member of the professional association serving as experts for put the U.S. actuarial profession	blic policy and June 2015
Penn State	Actuarial Science (B.S.); Economics (B.S.)	University Park, PA
University	<ul> <li>Schreyer Honors College; Smeal College of Business</li> <li>Thesis: "Quantified Risk Management for Panamanian Microfinance"</li> </ul>	May 2013
Community Lo	-	State College DA
Borough	<ul> <li>Borough Council Representative</li> <li>Represented the voice of the community: participated in weekly mun</li> </ul>	State College, PA nicipal meetings 2010-2011
Council	for State College. In particular, emerging changes in zoning regulation to businesses in the downtown region	
Awards and H	onors	
Awards	Applause Award	Chicago, IL
	Awarded to consultants for unique and outstanding client service	March 2015
	Helen Eakin Eisenhower Award	University Park, PA
	• Awarded to one graduating senior for outstanding academic success, cha	aracter, May 2013

Awarded to one graduating senior for outstanding academic success, character, ٠ leadership, and service to the Smeal College of Business

May 2013

Benjamin C. Pugh

(814) 441-3795

Permanent: 103 Aspen Drive

Present: 600 H Street NE Apt 530

Analytical problem solving

Client influencing / executive

Management experience

Content knowledge of health

Washington, D.C. June 2015 - Present Content knowledge of

## McKinsey & Expert / Engagement Manager

**Company** Healthcare Systems & Services

- Led diverse teams to drive new levels of business performance: served team least a team least a team of 3 associates. With over 50 client partners spanning the entire business, we delivered a \$200M increase in profits through tactical day-to-day decision-making on 50 strategic plays
- **Developed tactical business strategies for health insurers:** including new ASO programs, shared savings payment integrity programs, market-backed pricing, admin reduction, dental/vision go-to-market (including bundled pricing)
- Drove key insights to new and uncharted healthcare problems
- **Drive organizational transformation to execution culture:** listened, responded, and integrated stakeholder perspectives to facilitate effective C-level Steerco meetings. Presented key analytics in executive format to inform and influence decision-making
- **Drove key analytics and problem solving:** led data-driven approaches in SQL/Excel: claims-level data for provider networks and episodes, encounter-level data for modeling inpatient hospital stays, financial statement modeling for mergers and acquisitions
- **Developed knowledge expertise in U.S. healthcare:** analyzed strategic impacts of the Affordable Care Act, risk-based provider partnerships, large group and individual exchange strategies, and game theory for payor and provider system consolidations
- **Served international teams:** traveled to international offices to help build, lead, and grow the culture for newly founded McKinsey healthcare analytics teams

Deloitte Consulting LLP	<ul> <li>Business Analyst Actuarial Risk and Analytics Converted strategic initiatives into operational implementation: evolved C-suite capex priorities into on-the-ground operational activities. Developed key organizational change management and communications skills to support implementation success Modeled complex business events and risks through quantitative approaches: built sophisticated quantitative models to drive insight for highly complex and uncertain business situations such as risk-based capital for investment banks, warranty cost forecasting for seasonal manufacturing, insurance rating and underwriting Guided clients through key actuarial issues: drafted statutory actuarial reports and statements of opinion for insurers and self-insurance clients. Developed knowledge of key risk issues for property and casualty lines of business</li></ul>	
	•Developed understanding of core health insurance concepts including fully-insured, ASO, and Stop Loss coverages, network contracting, medical economics, benefit design, pricing, reserves, portfolio management and ancillary lines of business	
State Colle Borough Council	<ul> <li>ge Borough Council Representative</li> <li>Represented the voice and perspective of the community: Participated in weekly municipal meetings driving local legislative decisions for State College Built strong perspective on community developed as related to the development of zoning regulation</li> </ul>	