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Sales Pro, Elizabeth Stoneman, Named National Sales Executive at HPI

Westborough, MA, October, 2020—Powered by a surge in national growth, HPI has tapped Elizabeth Stoneman as their new National Sales Executive. Elizabeth will fuel HPI’s market development and maximize their distribution channel across the country. She brings over 10 years of sales experience in the industry and is an expert on strategic development, relationship management and self-funding.

“The addition of Elizabeth to our team is an exciting milestone for HPI,” said Drew Rozmiarek, Senior Vice President of National Sales and Emerging Markets. “Elizabeth will play a critical role in our future success. When hiring for this position, I was looking for someone with tremendous all-around knowledge of self-funding, RBP sales experience and a strong reputation in the industry. Elizabeth checked all of those boxes and then some. She brings a fresh point of view on our continued growth strategies, has a stellar reputation in the market and came highly recommended from many trusted industry leaders.”

Stoneman most recently served as Regional Sales Director at Trustmark, for which her responsibilities included new business acquisition, consultative functions and serving as the subject matter expert on Reference Based Pricing. Previously, she held a sales coordinator role at Humana.

“I’m thrilled to be joining a team known for its creative strategies,” said Stoneman. “HPI is growing nationally and has a reputation for longstanding, successful relationships. I look forward to contributing to its expansion and can’t wait to see what the future holds.”

About HPI

HPI redefines what is possible with self-funded health plans. As a leading national third-party administrator, they partner with health plan brokers and employers to provide innovative self-funding strategies and customized plans tailored to each client’s needs and population. HPI’s solutions give employers greater cost transparency and control, while elevating the member experience. It is their flexible approach, entrepreneurial spirit and commitment to quality, technology, and service that enable them to deliver premium value to their customers.

For more information, visit www.hpiTPA.com

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