

The Biography of

Thomas Munns

Account Executive, Major Account Sales

Mr. Thomas Munns is an Account Executive, Major Account Sales with CareFirst BlueCross BlueShield, the largest health care insurer in the Mid-Atlantic region serving 3.4 million members. In this role since November 2011, Mr. Munns works with brokers, consultants and large employer groups to develop and implement benefit and financial strategies to meet their human capital goals.

Since joining CareFirst in 1998, Mr. Munns has held a variety of positions in both the Consumer Direct and Large Group market segments. In the Consumer Direct market segment, Mr. Munns was responsible for all direct marketing activities as well as the development of *Individual Express*, CareFirst's "Best of Blue" award-winning e-commerce web site making individual products available online. In 2004, Tom helped to develop and brand *CareFirst Connect*, a private-labeled electronic enrollment and benefits administration tool for large employer groups. In 2007, Mr. Munns became the Program Manager for the Maryland Health Insurance Plan (MHIP), a state health insurance plan that provides coverage to Maryland residents who are unable to obtain coverage due to pre-existing health conditions. He continues to manage that program today.

Prior to joining CareFirst, Mr. Munns worked in client management positions in the advertising industry working with clients in the pharmaceutical, financial services, and credit card industries.

Mr. Munns is a member of the Baltimore Association of Health Underwriters, the National Association of Health Underwriters and the Direct Marketing Association of Washington. He currently serves as a member of the Howard County Library System Board of Trustees and Howard Community College Educational Foundation. Additionally, Mr. Munns is a long-time volunteer with the Boy Scouts of America, holding a variety of positions with Cub Scout and Boy Scout units in the Baltimore Area Council where he is a co-founder and the current Committee Chairman for Troop 318 in Ellicott City, MD.

Mr. Munns is a cum laude graduate of Plymouth State University with a Bachelor of Science in Marketing and a 2012 graduate of Leadership Howard County. He currently resides in Ellicott City, Maryland with his wife and four children.