

Name: **Seth A. Friedman, MBA**

Title: ***National Pharmacy and Health Plan Services Practice Leader***

LinkedIn: [Seth Friedman | LinkedIn](#)

As a proven industry leader, Seth's focus is to build and implement best-in-class Pharmacy Consulting strategies, alongside innovative value propositions that help clients overcome current market complexities and ensure positive results for clients, their members, and Arthur J Gallagher (AJG). Seth is responsible for business development growth, new product development, client quality assurance and service accountability, and the overall P&L for the entire National Pharmacy Practice and Health Plan Services Divisions of Gallagher Benefit Services (GBS), employing over 100 people. Prior to AJG's acquisition of Solid Benefit Guidance (SBG), Seth was Area Sr. Vice President and lead all regions of the firm's Pharmacy Benefits Employer Consulting business. Being recognized as a seasoned PBM Consultant by top industry publications and organizations, Seth has published articles in *Employee Benefit News*, *The Wall Street Journal*, and other various Healthcare journals, along with being a sought keynote speaker at National Conferences, Business Group Symposiums, and other unique industry events.

Seth has over 25 years of Healthcare expertise as a senior-level executive in both the Consulting and Pharmacy Benefit Management (PBM) space. Most notable leadership positions include Northeast Regional Pharmacy Practice Lead at Aon Hewitt working with Fortune 500 employers, Taft-Hartley Funds, Municipalities and large Health Plans, and 15 years in lead roles at Medco Health Solutions a leading PBM before purchased by Express Scripts in Account Management, Business Development & Operations. Throughout his career, Seth's extensive hands-on industry knowledge has empowered him with insider-insights giving him a broader perspective into all aspects of the pharmacy benefit landscape that help him strategically transform benefit programs and provide better results for individual clients.

Seth holds an MBA in Health Systems from Fairleigh Dickerson University and a Bachelor's of Science in Health Management from Quinnipiac University.