

**Paul Martino****Vice President, Strategy, Sales and Account Management**

Paul Martino is responsible for HMC's comprehensive strategic initiatives for client acquisition, retention and development.

Paul's career reflects 25 years of delivering excellence through his roles with health carriers and consulting firms. Prior to joining HMC in 2007, he served as Kaiser Permanente's vice president of national accounts sales, and was also vice president of Kaiser's disease management division, Aviva Health. At ACS/Buck – a consulting and outsourcing firm – Paul served as vice president of consulting sales. Earlier in his career, he held sales management positions at Aetna, where he successfully directed Aetna's Midwestern sales and account retention initiatives for the middle market segment.

Paul earned his bachelor's of arts degree from the University of Connecticut, majoring in philosophy.