



**Mark Pfleger**

Director, Membership and Strategic Partnerships

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Mark joined MBGH in 2022 as Director of Membership and Strategic Partnerships. Mark's focus is to expand the membership base as well as develop and sustain positive relationships with key benefit vendor, strategic and channel partners.

Mark has more than 25 years of successful experience in Human Capital Management. Prior to joining the MBGH Team, he was a Senior Vice President at Gallagher with a focus on large national and global companies, collaborating as a key member of the Gallagher Chicago new business development team where Gallagher is a global leader in insurance, risk management and consulting services. Prior to joining Gallagher, Mark was a Vice President at ADP where he was accountable for the strategy, planning and execution of business plans to drive client satisfaction, retention and revenue growth for a select group of ADP's largest multi-national clients managing a portfolio of more than 30 key national and global clients. Earlier in his career, as a Managing Director at the Blue Cross and Blue Shield Association, he recruited, developed and managed a cross-functional team of more than 75 consultants and senior leaders, to promote, sell, implement and retain long-term, highly complex global account relationships and contracts to increase Blue Cross and Blue Shield Plan branded managed care market share.

Mark secured his BA in Psychology, Business and Communications at the University of Michigan and an MSOD from Loyola University Chicago where he was certified in Organization Development, Executive Coaching, and Change Management. He is a Certified Health Consultant (CHC) and designated as a Professional, Academy for Healthcare Management (PAHM). Mark is also highly philanthropic, taking on leadership roles in fundraising efforts at the American Heart Association, Heartland Alliance as well as the University of Michigan to name just a few of the organizations that he has supported. He is known as a catalyst, pioneer, change agent and trusted advisor.