

Mark Mauro

Executive Vice President of Sales and Marketing, HMC Companies

With 31 years of experience in the industry, Mr. Mauro is responsible for sales, marketing and client relations on a national level. Mr. Mauro has sales responsibility for all HMC products and is a part of HMC senior management team. He has previously integrated and developed two prosperous consulting companies in the Labor and Trust and Multi-Employer areas with consistent growth in customer base as well as revenue until the sale of both companies.

Mr. Mauro is nationally known throughout the Labor and Trust, Taft-Hartley environment and has spoken at numerous sales seminars for various companies and products as well as taught sales courses to graduates entering the workforce. Mr. Mauro has played a leading role in sales and retention of pharmacy benefits and other HMC products to over 700,000 Labor and Trust industry lives. He is responsible for maintaining and growing \$465mm in yearly revenue for a major pharmacy benefit manager (PBM) and has been instrumental in progressive sales, marketing and account management strategies for all HMC product lines. Mr. Mauro's overall experience included extensive collective bargaining contract negotiation, strategic planning, account service operations, implementation strategies, procedures and aggressive sales strategies.