



## **Marybeth Gray**

**Senior Vice President, Heath Benefits Consulting  
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For more than 25 years, Marybeth Gray has worked on behalf of employers across the country to reduce the cost and improve the quality of health care. Marybeth was recognized as one of the 2023 Top Women Leaders in Pennsylvania, and she was included in Employee Benefit News' 2017 Most Influential Women in Benefit Advising list, which consists of 30 leaders whose unique client-management strategies, innovative data manipulation, and other industry-leading skills are transforming the field. She also was featured on the 2019 Marquis Who's Who Lifetime Achievement roster, which identifies the leaders of American society—men and women who are influencing their nation's development and their industry's people of today. In her professional career, she has succeeded in reducing insurance costs and employer liability through her deep understanding of the insurance marketplace. Marybeth currently serves as a senior vice president of Health and Welfare Benefits with Trion, a Marsh McLennan Agency, supervising the overall account management for her clients. She is skilled at analyzing companies' health care utilization data and cost trends in benefit programs with a focus on pharmacy for large, self-insured clients. Marybeth is a key thought leader for Marsh McLennan Agency—presenting at over ten national conferences each year. One of the essential skills she brings to her clients is a special understanding of future key cost drivers. She helps employers understand the emerging cost implications of pharmacogenomics, new-to-market specialty medications, and gene therapies. Her goal is to improve member health while lowering the cost of health care for both the members and the employer. Prior to Marsh McLennan Agency, Marybeth was a vice president with AON Consulting and a national account manager with Aetna, Inc. Marybeth was responsible for overall account management regarding financial and operational perspectives for clients with more than 10,000 employees operating in multiple locations. She detailed plan-design opportunities for clients as well as monitored the ongoing financial implications to plans. In her time with Aetna, she served on the Aetna President's Roundtable Committee, fostering communication between clients and the president's office regarding suggested changes that would improve Aetna's operations.