

C. Shekar Subramaniam
Associate Vice President, Broker Sales
CareFirst BlueCross BlueShield

Shekar Subramaniam is the Associate Vice President of CareFirst BlueCross BlueShield's Broker Sales unit. Accounting for more than \$2 billion of premium revenue, Broker Sales is a key market segment for CareFirst. Subramaniam is responsible for more than 2,000 broker relationships that account for 350,000 contracts with CareFirst.

Subramaniam has served in various sales management roles for CareFirst since joining the company in 1984. He has held the position of Associate Vice President since 2005. Prior to joining CareFirst, Subramaniam held sales and management positions with Family Life, a subsidiary of Merrill Lynch, Connecticut General Life Insurance Company, and Time Life.



Subramaniam holds a Master's degree in Business Administration from Morehead State University in Kentucky, where he graduated with honors and was a winner of the Wall Street Journal Award. Subramaniam earned his Bachelor's in Business Administration from the University of New Delhi, in India.

He and his wife, Pam, are residents of Ellicott City, Maryland.

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