

Philip K. Gibson
Director, Regional Sales
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Phil is the Director, Cincinnati Regional Sales. In this role he works to grow and maintain the HM Insurance Group (HM) Stop Loss book of business in our Cincinnati Regional Sales territory, which serves Ohio, Kentucky, southern Indiana and Michigan. Phil joined HM in 2023 as director, Strategy Realization & Implementation, Sales. He came to us from Highmark where he served as chief of staff for the president of the Highmark Health Plan. He joined the organization in 2017 as an internal consultant and held roles of increasing responsibility. Prior to that, Phil held business development and solution design roles at FedEx Supply Chain, GENCO and Eaton where he focused on logistics and financing for major corporations, specializing in medical devices and pharmaceuticals. He has a Bachelor of Science degree in Managerial Economics from Allegheny College and a Master of Business Administration from Carnegie Mellon University's Tepper School of Business.