

Will Rumsey
Senior Vice President of Sales
Specialty Care Management

In his role as Specialty Care Management's Senior Vice President of Sales, Will Rumsey is responsible for leading and overseeing all aspects of the company's sales organization. This includes developing and implementing sales strategies, managing the Sales and Customer Experience Teams, setting sales targets and goals, building, and maintaining relationships with clients and partners, and driving revenue growth for the organization. Prior to his role at SCM, Will most recently held a leadership position at First Stop Health, a Telemedicine and Virtual Primary Care Firm based out of Chicago, IL. Additionally, Will has experience with Medical B2B Sales, International and Sales Management. Will received his B.S. from Ithaca College as well as his MBA from University of Birmingham (UK), and resides in Syracuse, NY with his wife and 2 children.