

TODD FESSLER

Chief Revenue Officer, MedInsight

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Current Responsibility

Todd Fessler is a principal and chief revenue officer of MedInsight® in the Seattle office of Milliman. MedInsight is one of the industry's leading solutions for healthcare analytics, benchmarks, and health market intelligence data. Todd's responsibilities include overseeing all aspects of MedInsight's revenue operation including new and retention business across all product and service lines. In addition, he oversees the marketing and sales operations functions. He joined the firm in 2009.

In addition to his primary responsibility at MedInsight, Todd has also served Milliman in additional roles including chairing the health discipline's products subcommittee, and serving on the Health Steering Committee, Product Advisory Group, and firm-wide marketing committee.

Professional Work Experience

In addition to leading the revenue and GTM activities for MedInsight since 2009, Todd built and managed the sales function for Enclarity from 2006-2009, helping the company to eventually be acquired by LexisNexis. From 1992-2005, Todd was a successful sales representative with leading health IT companies such as Optum and Landacorp, as well as companies in the life sciences and medical device industries.

Todd combines a strong background of growth and go-to-market expertise with a deep understanding of the sales process and sales enablement technology. He embraces the power of analytics to help inform the growth strategies at MedInsight.

Professional Designation

Fellow, Academy for Healthcare Management

Education

BS, Business Management & International Business, Illinois State University

Affiliations

Member, Executives for Health Innovation (EHI) Leadership Council