

# BIOGRAPHY

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## MICHELLE A. SARTAIN

Managing Director

### CURRENT RESPONSIBILITIES

Michelle is the Regional Specialty Leader for the US/Canada division. In this role Michelle is responsible for delivering specialization to our clients in the construction, energy and power, private equity, transactional risk, credit specialties, marine, aviation and FINPRO businesses. Michelle is also a member of the US and Canada executive committee.

### EXPERIENCE

Prior to her appointment Michelle was the FINPRO Practice Leader for the US and Canada, responsible for building resilient teams, driving growth and client innovation in the management liability and cyber business.

Michelle has more than 25 years of insurance broking and risk consulting experience with Marsh in a variety of client-facing and leadership roles. Her leadership responsibilities include recruiting and leading teams, setting and executing evolving strategies, delivering financial results, leading diverse teams in multiple geographies, and delivering differentiated value to Marsh clients.

Michelle's prior roles include being Marsh's US Sales Leader; in this role she led business' sales strategy and propelled the growth of the US business. Prior to this she was the New York Metro sales leader; in this role, she successfully grew the regions business by 100% and led the country in growth year-over-year for her final two years in the role. Her prior experiences include leading Marsh's US financial and professional private equity team, and the financial and professional Tech/Media/Telecom Center of Excellence. Across all of her roles she has been responsible for streamlining and delivering best practices and overseeing the delivery of exceptional client service. Michelle currently resides in Marsh's New York office where began her career. During 2000, Michelle worked in Marsh's London office.

### EDUCATION

- BA in political science, University of San Diego, California