



GRETCHEN PUGLIESE
Area Vice President of
Account Management
Kaiser Permanente

Gretchen Pugliese, Area Vice President of Account Management at Kaiser Permanente, has more than 30 years of experience in the health care industry and an impressive record in market development and field sales management. She joined Kaiser Permanente as area director of Account Management in 1995 and was promoted to her current position in 2004. Ms. Pugliese leads the Account Management team in the strategic implementation of commercial large groups, focusing on business retention and expansion for more than 3,000 customers and 775,000 members representing more than \$3 Billion in annualized revenue. She leads the development and implementation of several regional market strategies, partnering with key leadership throughout the company to grow membership and maintain excellent account service standards.