

Magellan Health Names Stewart Lavelle Chief Sales and Marketing Officer

AVON, Conn.--(BUSINESS WIRE)-- Magellan Health, Inc. (NASDAQ: [MGLN](#)) today announced that it has named Stewart Lavelle as Chief Sales and Marketing Officer. In this role, Lavelle will work closely with Magellan's strategic business unit CEOs to drive growth and set the strategic road map for Magellan's sales and marketing efforts. As a key member of the executive team, Lavelle will report to Magellan Health Chairman and Chief Executive Officer Barry M. Smith. Based in Scottsdale, Ariz., he will begin on July 14.

"Stewart brings vast experience developing results-oriented sales organizations that have operated effectively across different divisions at large healthcare companies. Throughout his career, he has consistently demonstrated his ability to produce results that drive significant growth. Importantly, he fully understands how to create and leverage opportunities in varied markets and customer segments," said Smith. "I'm confident that Stewart's expertise in delivering successful sales results will help us build on our strong foundation and achieve our growth goals."

"I am excited to join Magellan, especially as the company positions itself for significant growth in the coming years," said Lavelle. "Magellan's leading clinical programs, diverse product offerings and entrepreneurial spirit are differentiators in the commoditized healthcare industry. Working with its talented leadership team and employees, I am very excited to help Magellan tell its compelling story in the marketplace."

Lavelle joins Magellan from Coventry Health Care, where he served for 15 years in senior management roles, including most recently, as the senior vice president of sales and marketing. In that role, Lavelle was involved with the due diligence and integration of more than 20 acquisitions and directed functions for commercial marketing, sales and renewal proposals, sales training, prospect development, and sales reporting. During his time at Coventry, Lavelle also had profit and loss responsibility for the Federal Employee Health Benefits Program. He previously held senior-level positions at Riscorp Healthplans, where he operated a regional start-up health plan, and U.S. Healthcare, where, for nearly a decade, he was responsible for launching products in new markets.

About Magellan Health: Headquartered in Avon, Conn., [Magellan Health, Inc.](#) is a healthcare management company that focuses on fast-growing, complex and high-cost areas of healthcare, with an emphasis on special population management. Magellan delivers innovative solutions to improve quality outcomes and optimize the cost of care for those we serve. Magellan's customers include health plans, managed care organizations, insurance companies, employers, labor unions, various military and government agencies, third party administrators, consultants and brokers. For more information, visit [MagellanHealth.com](#).

Cautionary Statement

This release contains forward-looking statements within the meaning of the Securities Exchange Act of 1934 and the Securities Act of 1933, as amended, which involve a number of risks and uncertainties. All statements, other than statements of historical information provided herein, may be deemed to be forward-looking statements including, without limitation, statements regarding future growth. These statements are based on management's analysis, judgment, belief and expectation only as of the date hereof, and are subject to uncertainty and changes in circumstances. Without limiting the foregoing, the words "believes," "anticipates," "plans," "expects," "may," "should," "could," "estimate," "intend" and other similar expressions are intended to identify forward-looking statements. Actual results could differ materially from those reflected in the forward-looking statements as a result of certain factors that include, but are not limited to, the risks discussed in the "Risk Factors" section included within the company's Annual Report on Form 10-K for the year ended December 31, 2013, filed with the Securities and Exchange Commission on March 3, 2014, and the company's subsequent Quarterly Reports on Form 10-Q filed during 2014.

Magellan Health, Inc.
Media Contact:
Colleen Flanagan Johnson, 860-507-1923
cefjohnson@magellanhealth.com
or
Investor Contact:
Renie Shapiro Silver, 877-645-6464
rshapiro@magellanhealth.com

Source: Magellan Health, Inc.

News Provided by Acquire Media

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