



## **JUSTIN NAEF**

CDPHP

Justin Naef joined the CDPHP Small Group and Individual Commercial Sales team in July 2020, and currently serves as Supervisor of Sales Enablement. In this role, Justin works with internal and external stakeholders to ensure an efficient and effective flow of information and processes needed to meet the health care needs of his clients.

Prior to joining CDPHP, Justin worked as an Account Manager with HANYS Benefit Services, where he supported and maintained large hospital accounts, as well as small and medium sized businesses, assisting with ongoing needs related to the support, implementation, and renewal of health care benefits.

Justin spent more than 15 years in the telecommunications field, holding various managerial and director positions supporting the operational and human resources functions of privately owned organizations. His experience working on the employer-side of benefits and human resources management offers him a strong appreciation for the challenges facing today's HR teams, and is well-equipped to support an organization's health care needs.

Justin is a graduate of the College of William & Mary in Williamsburg, VA where he earned his Bachelor of Science Degree in Business Administration. He also holds a New York State License for Life & Health, and is certified on the NYSOH Exchange.

Justin has been a lifelong resident of the Capital District. In his free time, he enjoys spending time with his family and friends. He is also longtime member of the Metabolic Fitness; an active member of First United Methodist Church of East Greenbush; and enjoys supporting various fine dining establishments throughout the Capital Region.