# KYLE SULLIVAN

## ASSOCIATE DIRECTOR, ANALYTICS

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## EDUCATION

B.S. in Economics, Actuarial
Mathematics and Economics –
University of Pittsburgh

## DESIGNATIONS

Associate of the Society of
Actuaries (ASA)
Member, American Academy of
Actuaries (MAA)
Fellow of the Conference of
Consulting Actuaries (FCA)

## EXPERTISE

Plan Design Strategy
Self-Funding Conversions
TPA & PBM Evaluation
Underwriting
Risk-Pool Management

Kyle Sullivan joined the MJ team as an associate director of analytics in our Benefits Consulting department. In his role, Kyle is responsible for delivering in-depth analysis and data-driven insights that empower our clients' unique goals within a customized organizational strategy. Leveraging his actuarial experience, he and his team enhance MJ's ability to forecast program costs for our clients. He works to identify primary cost drivers and risk trends—critical data that supports informed decision-making in the client's healthcare strategy.

Prior to MJ, Kyle worked as a benefits actuary at a large risk management firm where he built client relationships, provided analytical support to sales teams, and assisted across teams with special actuarial projects. Using client data, he worked to facilitate smooth transitions from fully-insured and level-funded programs to partially self-insured funding arrangements, all while uncovering hidden cost drivers to ensure that cost of care was within market rates. His attention to detail with large datasets and ability to create predictive models for claims, customer behavior, and financial performance makes him invaluable to our organization.

When he's not at MJ, you may find Kyle creating something new with his hands—he loves woodworking! He also enjoys many winter sports, including ice hockey and snowboarding.