

# Nicholas A. Moriello Biography

LinkedIn Profile: [linkedin.com/in/nicholas-a-moriello-rhu-1a28b55/](https://www.linkedin.com/in/nicholas-a-moriello-rhu-1a28b55/)



Nick Moriello is the President of Highmark Blue Cross Blue Shield Delaware, assuming the role in August of 2018.

Before joining Highmark Blue Cross Blue Shield Delaware, Mr. Moriello ran his own agency, Health Insurance Associates (HIA). Under his leadership, HIA grew to be one of the largest independent health insurance agencies in the tristate area of Delaware, Pennsylvania, and Maryland, serving the regional community for over 40 years. In January of 2016, Mr. Moriello merged HIA with Savoy, a regional general agency and wholesaler headquartered in northern New Jersey, and Ascela, a regional retail insurance agency.

Mr. Moriello has a strong commitment to Delaware's businesses and communities. He is a 14-time recipient of the NAHU Leading Producers Round Table's highest award, the Lifetime & Qualifying Soaring Eagle, and he received the NAIFA 2013 Carl Hill Memorial Award for dedication to the industry and community.

Mr. Moriello is a LUMA Institute Certified Practitioner of Human-Centered Design and a Registered Health Underwriter (R.H.U.) from the American College. He earned his Bachelor of Arts in Management, Summa Cum Laude, from DeSales University.

He and his wife, Carissa, have one daughter, Maddalyn.

## Current Board Affiliations:

- Governor Appointee to the Delaware Health Care Commission (DHCC)
- Co-Chair, DHCC Health Care Workforce Subcommittee
- National Association of Health Underwriters (NAHU), former Chair of the National Legislative Council
- Delaware State Chamber of Commerce, Board of Directors
- Delaware Business Roundtable
- Wilmington Alliance, Executive Board

## Thought Leadership Topics:

- Operational and member experience excellence
- Innovative provider reimbursement and provider partnerships
- Addressing the issue of health care costs
- Workplace culture and employee engagement

## Interviews/Articles:

### Still Working Together, Apart: COVID-19

<https://www.linkedin.com/pulse/still-working-together-apart-nicholas-a-moriello-rhu-1e>

### Doing Things Differently

<http://web.dsc.com/External/WCPages/WCWebContent/WebContentPage.aspx?ContentID=4734>

### About Highmark Blue Cross Blue Shield Delaware

Highmark Blue Cross Blue Shield Delaware serves approximately 460,000 members through the company's health care benefits business. It is an influential company in the market generating an economic impact of \$135 million and supporting more than 1,000 direct and indirect jobs across the state. Highmark Blue Cross Blue Shield Delaware is an independent licensee of the Blue Cross and Blue Shield Association, an association of independent Blue Cross and Blue Shield companies. For more information, visit [www.highmark.com](http://www.highmark.com).