

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 and is responsible for all market functions. His leadership centers on strategic planning and implementation, innovative problem-solving, achieving business

goals, relationship building, and a commitment to improving the health industry through purpose driven collaboration with providers, customers, legislators, regulators, board directors, community-based organizations, and other stakeholders.

Mr. Moriello is a champion for positive workplace culture and meaningful team member engagement. He is a respected subject matter expert and ally throughout Delaware for his active participation in both the business and nonprofit 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.

Before joining Highmark Blue Cross Blue Shield Delaware, Mr. Moriello ran his own agency, Health Insurance Associates (HIA). HIA grew to be one of the largest independent health insurance agencies in the region before merging with Savoy and Ascela.

He 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
- American Heart Association Executive Oversight Committee

Thought Leadership Topics:

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

Interviews/Articles:

Working Together, Apart – Working Well from Anywhere

<https://www.linkedin.com/pulse/working-together-apart-well-from-anywhere-nicholas-a-moriello-rhu/>

Del Tech receives \$1M from Highmark for Healthcare Center

<https://www.wmdt.com/2021/11/del-tech-receives-1-million-for-healthcare-center/>

BluePrints for the Community 2008-2020 Impact Report

<https://www.highmark.com/content/dam/digital-marketing/en/highmark/highmarkdotcom/pdfs/HighmarkBluePrintsReport20082020.pdf>

Mobile Health Community Impact

<https://www.linkedin.com/pulse/mobile-health-community-impact-nicholas-a-moriello-rhu/>

ChristianaCare and Highmark Health Announce Landmark Collaboration Between Provider and Payor to Transform Health care

<https://www.prnewswire.com/news-releases/christianacare-and-highmark-health-announce-landmark-collaboration-between-provider-and-payor-to-transform-health-care-301273956.html>

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.