

Small Group (2-50)

Sales Contacts

Phone (505) 837-8787 or Toll-Free (800) 672-9700

Fax (505) 816-2253



Blue Cross and Blue Shield
of New Mexico

If you are not certain which account executive you are assigned to, please call or email Karla Candelaria and she will put you in touch with a representative to assist you.

Small Group Account Executive:	Group and individual product sales, producer training, benefit questions
Small Group Renewal Rep:	Existing group benefit and renewal questions
Small Group Proposal Rep:	Quoting, proposals in process
New Group Rep:	Coordinate enrollment of new groups

Territory 12

Trina Marshall	Account Executive	816-2095 / 301-1791 (cell)	trina_marshall@bcbsnm.com
Mandy Serna	Renewal Rep	816-2010	mandy_serna@bcbsnm.com
Sylvia Holden	Proposal Rep	816-2011	sylvia_holden@bcbsnm.com
Gina Apodaca	New Group Rep	816-2005	gina_apodaca@bcbsnm.com

Territory 15

Tom Kellner	Account Executive (Las Cruces Field Office)	505-532-5752 / 505-640-8961 (cell)	thomas_kellner@bcbsnm.com
Priscilla Gakin	Renewal Rep	816-2002	priscilla_gakin@bcbsnm.com
Olivia Saavedra	Proposal Rep	816-2008	olivia_saavedra@bcbsnm.com
Rhonda Ray	New Group Rep	816-2148	rhonda_ray@bcbsnm.com

Territory 16

Lisa Whitney	Account Executive	816-2099 / 270-0278 (cell)	lisa_whitney@bcbsnm.com
Michele Haas	Broker Relations Rep	816-2004	michele_haas@bcbsnm.com
Sylvia Holden	Proposal Rep	816-2011	sylvia_holden@bcbsnm.com
Gina Apodaca	New Group Rep	816-2005	gina_apodaca@bcbsnm.com

Territory 20

Trina Marshall	Account Executive	816-2095 / 301-1791 (cell)	trina_marshall@bcbsnm.com
Eric Hendren	Renewal Rep	816-2001	eric_hendren@bcbsnm.com
Olivia Saavedra	Proposal Rep	816-2008	olivia_saavedra@bcbsnm.com
Rhonda Ray	New Group Rep	816-2148	rhonda_ray@bcbsnm.com

Territory 21

Lisa Whitney	Account Executive	816-2099 / 270-0278 (cell)	lisa_whitney@bcbsnm.com
Eric Hendren	Renewal Rep	816-2001	eric_hendren@bcbsnm.com
Olivia Saavedra	Proposal Rep	816-2008	olivia_saavedra@bcbsnm.com
Rhonda Ray	New Group Rep	816-2148	rhonda_ray@bcbsnm.com

Territory 63

Mary McGee	Account Executive (Roswell Field Office)	800-245-6503	mary_p_mcgee@bcbsnm.com
Jessica DeLeon	Broker Relations Rep (Roswell Field Office)	800-245-6503	jessica_deleon@bcbsnm.com
Priscilla Gakin	Renewal Rep	816-2002	priscilla_gakin@bcbsnm.com
Olivia Saavedra	Proposal Rep	816-2008	olivia_saavedra@bcbsnm.com
Rhonda Ray	New Group Rep	816-2148	rhonda_ray@bcbsnm.com

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Karla Candelaria	Broker Contracting	816-2003	karla_candelaria@bcbsnm.com
Cecilia Padilla	Broker Commissions	816-2006	cecilia_padilla@bcbsnm.com
Karen Dagenhart	New Group and Renewal Packets	816-2037	karen_dagenhart@bcbsnm.com
Jim Burns	Director	816-2106	james_burns@bcbsnm.com
Nancy Sanchez	Manager	816-2013	nancy_sanchez@bcbsnm.com
Lisa Ferguson	Supervisor, Small Group Operations	816-2009	lisa_ferguson@bcbsnm.com
Karen Jahn	Sales Support Rep	816-2295	karen_jahn@bcbsnm.com
Diane Daffin	Administrative Assistant	816-2047	diane_daffin@bcbsnm.com
Kimberly McClain	Mktg. Reports & Prj. Analyst	816-2292	kimberly_mcclain@bcbsnm.com
Eileen Montoya	Mktg. Project Consultant	816-2211	eileen_montoya@bcbsnm.com
Mark Walker	Sales Coordinator	816-2137	mark_d_walker@bcbsnm.com

Major Account (Groups 51+)

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New Sales Account Executive:	Group sales, producer training, benefit questions
Retention Account Executive:	Existing group benefit and renewal questions
Account Coordinator:	Sales and retention supplies, proposal support
Account Representative:	Account implementation and servicing
Enrollment Specialist:	Enrollment and switch enrollment meetings, group leader training

Jeff Newland	Director	816-2109	jeff_newland@bcbsnm.com
Catherine Pozega	Account Executive (New Sales)	816-2276	catherine_pozega@bcbsnm.com
Lori Bell	Account Executive (Retention)	816-2094	lori_bell@bcbsnm.com
Rory Cobb	Account Executive (Retention)	816-2426	rory_cobb@bcbsnm.com
Albert Rhodes	Account Executive (Retention)	816-2251	albert_rhodes@bcbsnm.com
Marlene Sena	Account Executive (Retention)	816-2101	marlene_sena@bcbsnm.com
Lupe Baca	Account Representative	816-2184	lupe_baca@bcbsnm.com
Carol Hansen	Account Representative	816-2296	carol_hansen@bcbsnm.com
Anthony Moya	Account Representative	816-2256	anthony_moya@bcbsnm.com
Jody Mrkvicka	Account Representative	816-2096	jody_mrkvicka@bcbsnm.com
JoAnna Tillotson	Account Representative	816-2007	joanna_tillotson@bcbsnm.com
Elsa Orozco de Carrejo	Enrollment Specialist	816-2186	elsa_orozcodecarrejo@bcbsnm.com
Daniel Sittingbull	Account Coordinator	816-2050	daniel_sittingbull@bcbsnm.com