

James Sullivan, Principal, Mercer

Jim is a Principal in Mercer's Boston office. Jim helps clients ensure their human capital and benefits strategies and tactics are woven into the overall business strategy. Jim works with a wide range of employers with a concentration in the healthcare industry. Jim also serves as the Market Sales Manager for the Boston and Portland Maine offices. Jim has over 25 years of human resource and benefits consulting experience. His work at Mercer includes the following:

- Assisting plan sponsors with overall health and group benefits strategy including program management, plan design, financial analysis, rate negotiating and vendor selections
- Communication and placement of portfolio employee benefit programs
- Benefit program consolidation, start-ups and carve outs in connection with M&A activity
- International benefit management
- Total health management

Prior to joining Mercer Jim worked as a Vice President of Products for a specialty disability insurance provider and was a sales representative for a national insurance carrier.

Education/Professional Designations

Jim received his bachelor's degree from Syracuse University in Syracuse, NY. He holds a Life & Health Producer license in four states. He is also currently the Vice President of Programs for the New England Employee Benefit Council (NEEBC).