C. Seth Lester, ASA, MAAA
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PROFILE

I am a healthcare actuary and technologist with with primary experience in pricing and experience analysis, statistical process modeling, machine learning, business development, and product marketing.

I have advanced skills in data visualization, population health analytics, and healthcare analytics process modernization which I have continued to develop and leverage across my prior actuarial roles.

WORK EXPERIENCE

Business Development Consultant   May 2023 to present
Milliman Advanced Risk Adjusters (MARA), Milliman, Inc., Seattle, WA

- Lead MARA's new business growth initiatives, including sales and product marketing.
- Develop sales collateral conveying relevant and timely actuarial / healthcare analytics use cases that utilize MARA's extensive library of machine learning models.
- Promote MARA and Milliman by publishing original research, speaking or exhibiting at relevant healthcare-related events, and creating social media content.
- Support parallel functions when actuarial or population health analytics expertise is required, such as marketing, inside sales, lead generation, and client services and support.
- Build and maintain custom demos and reactive dashboards for prospective MARA clients, tailored to specific client use cases.

Senior Industry Consultant   July 2021 to May 2023
Health Care and Life Sciences Solutions (HLS), SAS Institute, Cary, NC

- Primary contributor for ideation and refinement of healthcare go-to-market messaging and strategy, connecting business use cases to SAS services and tools for payer organizations (in coordination with marketing, sales, product, and R&D).
- Represent SAS in active thought leadership activities, including speaking at conferences, leading customer training on actuarial and analytics topics, and submitting original research to publications and journals.
- Support and collaborate with solutions architects in building and maintaining use case demos intended for prospective payer and provider system customers.

Senior Industry Consultant   November 2020 to July 2021
Risk Research and Quantitative Solutions (RQS), SAS Institute, Cary, NC

- Advised and consulted in an actuarial capacity for internal and external stakeholders in sales, IT, accounting, and actuarial units regarding the specific actuarial capabilities of SAS services and solutions.
- Assisted product management and R&D in developing new unit testing capabilities for the SAS products supporting the new US GAAP LDTI financial reporting standard.
- Served as a technical and solutions architect supporting demo creation and delivery.

Actuarial Advisor   April 2019 to November 2020
Pharmacy Pricing, Cigna Commercial Healthcare, Philadelphia, PA
- Led actuarial pricing team's feature development initiatives for in-house interactive underwriting model used by 20+ group commercial pharmacy benefits underwriters.
- Developed intake system for case-specific underwriting questions as well as exception approval requests from underwriting, sales, and other market-facing functions.
- Championed transition of underwriting model development to Agile / Scrum release train.
- Provided ad-hoc pharmacy claims modeling, projections, and other business insights to matrix partners and internal stakeholders, as needed.
- Led team effort to overhaul data processes and data validation frameworks in R and SAS, away from Microsoft Excel.

Actuarial Specialist   August 2017 to April 2019
Actuarial Valuation, Cigna Supplemental Benefits, Austin, TX
- Owned DAC true-up process for several LOBs; developed visual dashboard in R to validate and monitor deferred expense amortization model inputs and outputs.
- Maintained suite of GGY AXIS models and in-house MS SQL Server-based data warehouse to support Stat/GAAP ALR, DLR, DAC, and VOBA financial reporting requirements.

Actuarial Senior Analyst   June 2015 to August 2017
Actuarial Rate Maintenance, Cigna Supplemental Benefits, Austin, TX
- Implemented feature enhancements for tool supporting the automation of several thousand regulatory filings for supplemental individual products in 50+ US states and territories.
- Managed intern in developing a tool in R to model future Medicare Supplement experience using automated ARIMA methods.
- Led the actuarial university recruiting team for Texas schools (2016 - 2017).

DESIGNATIONS, **CERTIFICATIONS**		
	Associate of the Society of Actuaries (ASA)	May 2019
	Member of the American Academy of Actuaries (MAAA)	March 2023
	Microsoft Azure Fundamentals (AZ-900)	May 2021
	Advanced Certified ScrumMaster (A-CSM)	October 2020
	SAS Certified Specialist: Base Programming Using SAS 9.4	August 2020
	SAS Certified Specialist: Intermediate Programming Using SAS Viya	April 2023

EDUCATION

Bachelor of Arts, Philosophy   May 2015
Cum Laude
University of Pennsylvania, Philadelphia, PA

TECHNICAL COMPETENCIES

Languages: R, SAS, Python, VBA, SQL, Java, PHP, JavaScript, C/C++
Tools: Git, Docker, k8s, R Shiny, Hadoop/Spark, SAS Server Administration
Compute Environments: Linux/Unix (bash), Windows, macOS
Cloud Environments: Various AWS and Azure tools and services; bare-metal Kubernetes administration

REFERENCES

References are gladly furnished upon request.