

Thomas Traylor
Market Vice President

As Market Vice President, Thomas leads business development efforts and sales strategy for a new vertical focusing on labor and public sector clients. He has a diverse range of executive-level experience in healthcare, with a focus on strategizing and mobilizing teams to drive sales excellence, while developing innovative and profitable customer-centric business solutions and partnerships.

Prior to joining Navitus in 2023, Thomas served as Executive Vice President, Business Development at Archimedes and EpiphanyRx, where he was recruited to lead business development and build out sales strategy for both organizations. This included consultant and broker relationships, jumbo employer strategy and mid-market strategy for PBM, specialty and medical specialty products. He has also served as General Manager of Pharmaceutical Solutions and Chief Product Officer at the Health Transformation Alliance, and Chief Executive Officer at E4 Holdings and RxTE.

Thomas holds a Bachelor of Science degree from the United States Military Academy at West Point.