



Nate Murray, Founder and Chief Business Development Officer, Crossover Health

Nate Murray is an entrepreneur with a strong passion for healthcare and more than 10 years of experience in the industry. He is an active member in the Health 2.0 movement, has worked for several large healthcare payers in operations and product development, and has experience in partner and consumer marketing, call center operations, and strategic planning. He has also worked in healthcare technology, helping payers and consumers understand and make important decisions based on costs. Most recently, Nate led the development of a direct-to-consumer Medicare marketing program, and he is credited with building the largest online Medicare partner network.

As Chief Business Development Officer with Crossover Health, Nate works closely with the procurement, finance, and benefits design teams to ensure administrative and financial compliance of the health services implemented. Nate also helps to develop shared savings programs that align incentives across the partnership, and deliver objective improvements along the cost, quality, and experience dimensions.