

United Concordia - Newsroom

F.G. “Chip” Merkel, president and chief operating officer, oversees United Concordia’s day-to-day activities, including finance, operations, information technology, underwriting, sales, human resources, marketing and product development. Previously, he was senior vice president and chief marketing officer, responsible for sales and marketing strategy, development and implementation. Prior to joining United Concordia in 1998, Chip worked for Coventry/Health America as the chief executive officer of Pennsylvania, West Virginia and Ohio and senior executive in charge of Virginia plan operations. He has more than 30 years of experience in the healthcare and insurance industries, holds a Master’s of Public Administration from the Pennsylvania State University and has been a member of nearly 30 boards and associations during his career.



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