

Company Management

Dennis G. Fallon

Senior Vice President of Sales and Marketing

Dennis G. Fallon is Senior Vice President of Sales and Marketing for Cobalt Corporation. His responsibilities include the direction and management of all group health insurance sales activities for Cobalt Corporation and its subsidiaries. Fallon also oversees the company's product development and marketing communications.



Prior to joining Cobalt Corporation, Fallon served as regional vice president of sales for Cigna in the southeastern United States. He has also served as Vice President and Chief Sales Officer for Empire Blue Cross & Blue Shield in New York; and he has held significant sales management roles with Blue Cross Blue Shield of New Jersey and CNA. Fallon was also an officer in the U.S. Army achieving the rank of Captain and serving in the 82nd Airborne Division.

Fallon holds a Bachelor's of Arts in History from Saint Peters College, Jersey City, NJ.