

Moving Away from Price Competition in the Group Disability Insurance Market

Gerard J. Sunderland
Vice president
Sherwood Management Group
110 West Boylston Street
Worcester, MA 01606
(508) 853-6224
gerrysunderland@
sherwoodmanagmentgroup.com
www.sherwoodmanagementgroup.com

Gerry joined Sherwood Management Group in 2002 and serves as vice-president with direct responsibility for managing client projects. Previously, Gerry spent twenty-eight years with Digital Equipment, Compaq and Hewlett Packard in a variety of field and headquarters positions including his most recent assignment as Worldwide Director of Channels Marketing for Alpha High End Systems. Gerry earned a bachelors of science degree in business administration from Fitchburg State College. Gerry is an expert in sales strategy, marketing channels, channel conflict management, manufacturing systems and contract negotiations.