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Since 2007, Elijah has led the growth and client engagement efforts for IGP on the U.S. West Coast, significantly expanding the organization's regional presence. With deep market insight and a talent for building enduring relationships, Elijah has become a trusted representative of IGP among clients, brokers, consultants, and local insurance carriers. Elijah began his career at United Technologies Corporation in 1996, focusing on business development in emerging Asian markets. He later joined Aetna Global Benefits, where he managed international portfolios across Asia and South America. At IGP, Elijah progressed from account executive to senior business development manager, and today he continues to oversee a diverse portfolio of clients while contributing to strategic internal initiatives aimed at enhancing the client experience. He holds a bachelor's degree in international business and entrepreneurship from the University of Hartford, holds a master's in international business from the University of California, and has also studied at Quinnipiac University Law School. Elijah remains actively engaged in the industry through regular participation in conferences and workshops, staying ahead of global trends and innovations.