

# Regional Sales Executives

## Western Region

**RVP: Mark Rivera**

(925) 457-3426  
[Mark.Rivera@equitable.com](mailto:Mark.Rivera@equitable.com)

**SE: Scott Job**

(801) 960-5398  
[Scott.Job@equitable.com](mailto:Scott.Job@equitable.com)  
 UT

**SE: Jeff Knosp**

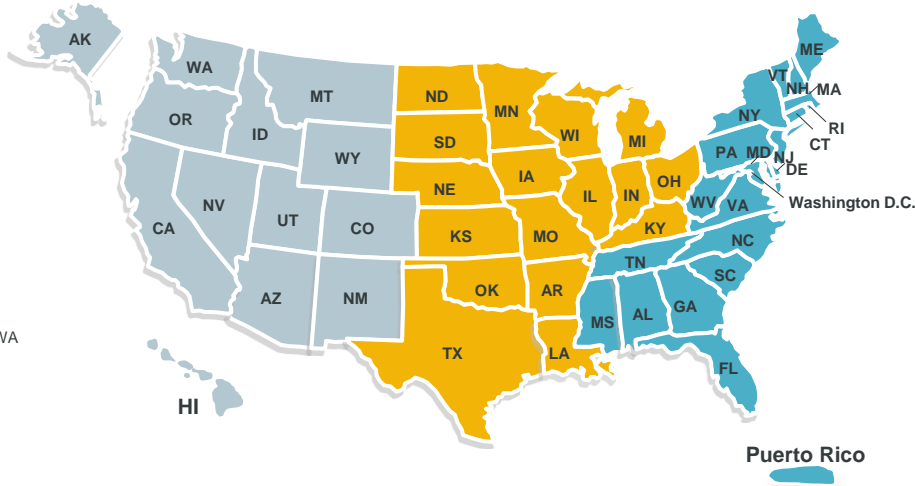
(661) 478-6846  
[Jeffrey.Knosp@equitable.com](mailto:Jeffrey.Knosp@equitable.com)  
 Southern CA (Orange County, San Diego)

**SE: Nino Lazaro**

(650) 703-4654  
[Nino.Lazaro@equitable.com](mailto:Nino.Lazaro@equitable.com)  
 Northern and Central CA, HI, ID, NM, NV, OR, WA

**SE: Nicole Stone**

(303) 249-8060  
[Nicole.Stone@equitable.com](mailto:Nicole.Stone@equitable.com)  
 AK, CO, MT, WY



## Central Region

**RVP: Christopher Koettker**

(214) 784-0571  
[Christopher.Koettker@equitable.com](mailto:Christopher.Koettker@equitable.com)

**SE: Jeff Cammon**

(314) 482-3222  
[Jeffrey.Cammon@equitable.com](mailto:Jeffrey.Cammon@equitable.com)  
 St. Louis, MO, Southern IL, IA, NE and  
 Kansas City metro (Western MO)

**SE: Ali Crawford**

(317) 752-5369  
[Alison.Crawford@equitable.com](mailto:Alison.Crawford@equitable.com)  
 IN, KY

**SE: Molly Fenton**

(985) 226-8066  
[Molly.Fenton@equitable.com](mailto:Molly.Fenton@equitable.com)  
 BCBSLA

**SE: Nick Dumont**

(817) 821-4759  
[Nick.Dumont@equitable.com](mailto:Nick.Dumont@equitable.com)  
 TX (Dallas)

**SE: Bryan McFarlane**

(918) 340-4719  
[Bryan.Mcfarlane@equitable.com](mailto:Bryan.Mcfarlane@equitable.com)  
 AR, OK

**SE: Jillian Scherzinger**

513.442.6557  
[Jillian.Scherzinger@equitable.com](mailto:Jillian.Scherzinger@equitable.com)  
 OH (except Cleveland Metro)

**SE: Karl Simms**

(248) 705-8299  
[Karl.Simms@equitable.com](mailto:Karl.Simms@equitable.com)  
 MI  
 SBN

**SE: Mark Staudt**

281.804.4607  
[Mark.Staudt@equitable.com](mailto:Mark.Staudt@equitable.com)  
 Southern Texas (Houston and San Antonio)

**SE: AJ Washington**

314.435.2953  
[Andre.Washington@equitable.com](mailto:Andre.Washington@equitable.com)  
 Northern IL, MN, ND, SD, WI

## Eastern Region

**RVP: JM Spagnuolo**

(617) 275-6072  
[Joseph.Spagnuolo@equitable.com](mailto:Joseph.Spagnuolo@equitable.com)

**SE: Chris Brenenberg**

(215) 858-3724  
[Christopher.Brenenberg@equitable.com](mailto:Christopher.Brenenberg@equitable.com)  
 DE, PA, WV, Washington DC, MD, VA

**SE: Brian Callery**

(917) 514-6508  
[Brian.Callery@equitable.com](mailto:Brian.Callery@equitable.com)  
 CT (Fairfield County only) and NY

**SE: Thomas Johnson**

(770) 823-4664  
[Thomas.Johnson@equitable.com](mailto:Thomas.Johnson@equitable.com)  
 AL, FL, GA, MS, PR, TN

**SE: Kevin Simpson**

(803) 372-7331  
[kevin.simpson@equitable.com](mailto:kevin.simpson@equitable.com)  
 NC, SC

**SE: Nicholas Umar**

(551) 227-8189  
[Nicholas.Umar@equitable.com](mailto:Nicholas.Umar@equitable.com)  
 NJ

**SE: Erin Williams**

(201) 253-7465  
[Erin.Williams@equitable.com](mailto:Erin.Williams@equitable.com)  
 CT, MA, ME, NH, RI, VT  
 Indigo

**SE: Drew Baylor**

Phone: (404) 395-0609  
[Drew.baylor@equitable.com](mailto:Drew.baylor@equitable.com)  
 Philadelphia

**SE: Brian Kelley**

(440) 669-4067  
[Brian.kelley@equitable.com](mailto:Brian.kelley@equitable.com)  
 Cleveland and Pittsburgh