Boon-Chapman Welcomes Justin Jobe as SVP, Sales, Promotes Jennifer Henry to SVP, Global BPO Sales

AUSTIN, TX, UNITED STATES, September 8, 2026 /EINPresswire.com/ -- Boon-Chapman, a leading independent third-party administrator (TPA) committed to delivering innovative, flexible, and member-centric health plan solutions, today announced two leadership moves within its sales organization: the appointment of Justin Jobe as Senior Vice President, Sales, and the promotion of Jennifer Henry to Senior Vice President, Global BPO Sales.



Justin Jobe | Boon-Chapman's new SVP, Sales

Justin Jobe Joins as Senior Vice President, Sales:
With more than 15 years of progressive sales leadership across the employee benefits industry, Justin brings a proven track record of exceeding growth objectives and building executive-level partnerships with brokers, consultants, and employer groups nationwide. In his role at Boon-Chapman, he will lead national sales strategy, deepen relationships across the company's broker and consultant network, and drive continued growth in the self-funded marketplace.

Justin most recently served in a senior enterprise strategy role focused on captive and stop-loss growth, developing executive partnerships with brokers, consultants, TPAs, and employer groups nationwide and advising leadership on market strategy, product positioning, and competitive intelligence. Prior to that, he held sales leadership roles at Crumdale Partners and 6 Degrees Health, where he built strategic partnerships with TPAs and brokers and led RFP strategy, pricing, and implementation planning for complex healthcare accounts. He also served as Vice President, Sales Operations at East Texas Benefits, and began his career at CHRISTUS Health, where he

worked in Medicare sales and account management within the highly regulated healthcare space.


Jennifer Henry | Promoted to Boon-Chapman's SVP, Global BPO Sales

"Justin brings a rare combination of deep industry expertise, national relationships, commercial discipline, and an entrepreneurial mindset that will be instrumental to our next chapter," said Kari L. Niblack, President of Boon-Chapman. "He has built his career by earning the trust of brokers and consultants and by seeing opportunities where others see the status quo. That perspective is exactly what healthcare needs today. Justin's leadership will help us accelerate our growth, expand our impact, and redefine what's possible in delivering smarter, more flexible health plan solutions. We're not simply responding to the future of healthcare. We're helping shape it, and Justin will be an important part of that transformation."

Justin added: "I'm excited to join Boon-Chapman at a pivotal time for the self-funded industry. What drew me here is the team's independence and genuine commitment to broker and employer partnership, not just transactional sales. I look forward to bringing my national relationships to this team and helping brokers and employers build the kind of smarter, more transparent health plans that actually move the needle on cost and outcomes."

Jennifer Henry Promoted to Senior Vice President, Global BPO Sales:
Jennifer Henry has been promoted to Senior Vice President, Global BPO Sales, recognizing her strong leadership, commercial expertise, and proven track record of driving growth and building lasting client relationships. In her expanded role, Jennifer will lead the organization's global BPO sales strategy, accelerate new business opportunities, and strengthen strategic partnerships across key markets. Her leadership will be instrumental in scaling the business, expanding our global footprint, and delivering greater value to clients through innovative, high-impact BPO solutions.

As an independent TPA with more than six decades of heritage, Boon-Chapman has built a legacy of integrity, innovation, and service excellence. These leadership moves reinforce the company's commitment to providing best-in-class partnership and support for brokers, consultants, and employer clients across the country.

About Boon-Chapman:
For more than six decades, Boon-Chapman has led the TPA industry with a legacy of innovation, exceptional service, and a commitment to doing what's right for clients. Built by a team of dedicated professionals with unmatched work ethic and integrity, we continue to raise the bar in self-funding excellence.

As an independent organization that is free from carrier or hospital system ownership, we operate solely in the best interest of our clients. Employers can leverage Boon-Chapman's integrated network options and risk mitigation strategies or combine our offerings with other best-in-class solutions to create a tailored, high-impact benefits experience.

Learn more at boonchapman.com.

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