



**Louis Zollo, RPh**

**Vice President and National Pharmacy Practice Leader  
Segal  
New York, New York**

Lou is a vice president and national pharmacy practice leader in Segal's New York office. He has over 25 years of experience in the pharmacy industry, serving in clinical, operations and leadership positions. He assists clients with optimizing benefit design and drug mix. He serves as an expert in medical and specialty pharmacy, drug benefit design, clinical program design and cost-saving strategies. He has extensive expertise in Medicare, pharmacy benefit management (PBM) clinical programs, client management and plan design strategy. Prior to Segal, Lou served as the senior director of pharmacy services at EmblemHealth in New York. Before EmblemHealth, he spent over 10 years at Medco (now Express Scripts) in pharmacy operations and account management, where he gained experience in mail-order operations, formulary management, Medicare operations, trend management strategies and client relations. Lou has also spent time at Teva Pharmaceuticals, developing patient support programs and business relations for the global market. He has leveraged his diverse background and holistic view of the pharmacy industry in working with employers and Taft-Hartley and multiemployer clients. Lou holds a B.S. degree in pharmacy from St. John's University College of Pharmacy and Allied Health Professions. He is a registered pharmacist licensed in the states of New York, New Jersey and Florida. He is a member of the Academy of Managed Care Pharmacy (AMCP) and is Six Sigma Black Belt certified.