

PROFILE

Rich Drab

/ Partner

Rich provides engagement leadership and drives business development primarily in the Midwest region and is responsible for leading Brulant's Chicago office. Rich is a results-oriented professional whose industry experience spans financial services, retail and telecommunications industries. During his career, Rich has focused on developing online sales and service solutions that are integrated effectively across multiple distribution channels. He has a deep understanding of the online channel and customer tendencies on the web. Rich has successfully managed dozens of consulting engagements during his career, developing enterprise-wide strategies for the online channel, designing and building web applications, and integrating web applications with sophisticated back-end systems.

representative clients

Borders Books, AT&T, Wirtz Beverage, Chicago 2016 Olympic Committee, Allstate Insurance, LaSalle Bank, Aon Corporation, M&I Bank, Kemper Insurance, National City Mortgage, Chubb Insurance, Nationwide Insurance, Sallie Mae

brilliant moment /
conquering "the Kink" at Road America which is arguably the most perilous and unforgiving turn on any race track in the country



client snapshots

/ Led the effort to develop business requirements and approach for establishing Internet and call center distribution channels for a large property and casualty insurance company. Managed the development and implementation of the Internet capabilities and coordinated the implementation of all three channels.

/ Led the effort to define the components of a portal for use by independent agents and brokers doing business with a large insurance company.

/ Assisted a large financial services company with defining the business model for a new Internet-based company. Defined the strategic approach for the new company along with the detailed operating model.

/ Managed the design and implementation of Internet-based quoting and issuance capabilities for independent agents doing business with a large property and casualty insurance carrier.

experience

Sapient – Vice President, Insurance Industry Practice Leader

Led the insurance industry practice and the Chicago office.

Accenture – Associate Partner

Key leader in the Central Region insurance practice.