



**Robin MacDonald**

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Robin MacDonald has been Sales Director at Blue Cross Blue Shield of Florida since 2002, where he is responsible for overall business development primarily encompassing sales, retention and profitable growth for the Southwest Florida marketplace.

Previously he was a Key Account Broker Manager at Aetna in Harrisburg, Pennsylvania (1999–2002); Marketing Representative for Zenith National Insurance Company in Sarasota, FL (1997–1999); and ASO Unit Senior Adjuster for FCCI Mutual Insurance in Sarasota, FL (1994–1997).

Robin served as a Nuclear Submarine Tactical Systems Officer in the United Kingdom Royal Navy from 1990-1994.

He graduated from the Royal Navy College in Dartmouth, England in 1991 and received a B.A. from Edinburgh, Scotland in 1990.