



## Nate Murray, MBA

Founder and Chief Business Development Officer  
Crossover Health

Nate Murray is a founder of Crossover Health and the chief revenue officer (CRO). He is an entrepreneur with a strong passion for healthcare and more than 20 years' experience in the industry. Murray works closely with the procurement, finance, and benefits design teams to ensure administrative and financial compliance of the health services implemented. Nate also helps to develop shared savings programs that align incentives across the partnership, and deliver objective improvements along the cost, quality, and experience dimensions. He is a strong advocate of plan designs that make primary care, mental health, and physical medicine low cost or no cost for members.

Murray has been employed by several large healthcare payers in operations and product development, and has experience in partner and consumer marketing, call center operations, and strategic planning. He has also worked in healthcare technology, helping payers and consumers understand and make important decisions based on costs. Prior to founding Crossover, Nate led the development of a direct-to-consumer Medicare marketing program and building a large online Medicare broker partner network.

Murray earned his Bachelor of Arts degree in Economics from the University of Utah and holds a Master of Business Administration degree from Brigham Young University. He lives in Laguna Niguel, California, with his wife and sons.