

Brian Rabena

Sales Executive



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Brian Rabena is a Sales Executive for Glatfelter Public Practice, a division of Glatfelter Insurance Group located in York, Pennsylvania. He is currently responsible for sales and marketing of all public entity products along the Northeast and Southeast regions. He has an in-depth knowledge of the insurance industry with more than 34 years of experience in various sales and management roles, specializing in marketing, underwriting and development of specialty and niche programs.

In 2004, Brian joined Glatfelter as a territorial sales manager with focus on business development for VFIS, the largest emergency services insurance provider in North America. In 2007, Brian moved to the public practice division as a marketing director, capitalizing on more than 20 years of specialized public entity experience.

Brian started his career at as independent agency owner, representing a national insurance carrier for multiple lines of insurance including benefits and investments. He also served as a large account manager for a national health insurance provider, vice president and managing director of various specialty programs for several international insurance brokerage firms.

A graduate of Lebanon Valley College in Pennsylvania, Brian earned degrees in economics and business administration. He is active with the local chamber of commerce, member of his local fire department and a scout leader for the Boy Scouts of America. Brian's hobbies include boating, hunting, fishing and golf. He holds designations in Life Underwriter Training Council Fellow (LUTcF), Chartered Financial Consultant (ChFC) and Certified Professional Insurance Agent (CPIA).

Glatfelter Public Practice is a premier public entity program manager. We provide insurance and risk management solutions for over 4,000 public entities including those who treat, store and distribute water and wastewater; municipalities and miscellaneous public entities; public, private and charter educational institutions, and school bus contractors.

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