



Nick Tranguch, Director of Sales and Acquisition

Director of Sales & Client Acquisition at BSI Corporate Benefits, Nick is a dynamic leader with a strong focus on strategic growth. Nick's role primarily focuses on the mid-market space, where he and the team specialize in solutions for employers with 50–500 employees. Nick has spent the majority of his career in Human Capital Management where he helped mid-market companies piece together the puzzle of Employee Engagement, Productivity, and Compliance.

Prior to Nick joining the BSI team, he spent 8 Years in leadership roles with Automatic Data Processing (ADP), most recently as National Vice President of ADP's Insurance division, leading the Major Account Sales Strategy. He focused on both P&C and employee benefit product lines, which focused on driving key business initiatives while delivering on aggressive growth objectives.

Nick holds his Life, Accident, and Health Licenses and is licensed with over 50 carriers nationwide.

He is a Lehigh Valley native, a Muhlenberg graduate, and currently resides in Emmaus with his wife and 2 young children.