



Justin Jobe

Senior Vice President, Sales



Justin Jobe brings more than 15 years of progressive sales leadership to his role as Senior Vice President, Sales at Boon-Chapman. Throughout his career, he has built and led high-performing teams across the employee benefits industry, with a consistent focus on self-funded health plans, stop-loss, captives, and alternative funding strategies.

Most recently, Justin advanced from Regional Vice President of Sales to a senior enterprise strategy role focused on captive and stop-loss growth across the self-funded marketplace, developing executive partnerships with brokers, consultants, TPAs, and employer groups nationwide. He advises leadership on market strategy, product positioning, and competitive intelligence, and was recognized in 2025 for excellence in leadership and sales performance.

Justin's career also includes a Regional Sales Director role at Crumdale Partners, where he led regional sales teams and delivered executive reporting and strategic recommendations to senior leadership, and a Director of Business Development role at 6 Degrees Health, where he built strategic partnerships with TPAs and brokers and led RFP strategy, pricing, and implementation planning for complex healthcare accounts. Earlier, he served as Vice President, Sales Operations at East Texas Benefits, directing sales strategy and distribution efforts, and began his career at CHRISTUS Health, where he worked in Medicare sales and account management.

Justin holds a Bachelor of Arts in History from Sam Houston State University. He maintains executive-level relationships with more than 25 of the nation's premier employee benefits brokerage and consulting firms.