

Leadership Team



Matthew Cuomo

Vice President of Sales

As Vice President of Sales at VBA, Matt oversees the VBA sales pipeline, new group implementation and renewals. Matt is a dynamic, energetic sales leader with nearly 20 years of insurance industry experience.

Since joining VBA, Matt has developed a powerhouse sales team who consistently increase new membership. Matt worked diligently to launch a dental product in 2016 while growing the sales and sales support infrastructure to support the evolving product line. Matt is known for his ability to mentor new sales representatives and to motivate experienced team members.

In addition to building his team, Matt created a continuing education course and taught hundreds of hours of CE credits for brokers in Maryland, Missouri, New Jersey, Ohio and Pennsylvania. He currently serves as the Vice President of the PA Chapter of the National Association of Benefits and Insurance Professionals and is a contributing member of the Pittsburgh Human Resources Association. Matt has also earned his Pennsylvania Life, Accident and Health Producer License.

Prior to joining VBA, Matt worked in production and support roles in both life and health as well as property and casualty insurance. Matt earned his Bachelor of Science in Business Management from Duquesne University.

He resides in the McCandless Township, Pennsylvania with his wife, two children and dog. In his free time, Matt enjoys golfing, fishing, coaching baseball and learning about early American History.

