

Gabe Cossio Joins CLARA Analytics as VP of Sales



CLARA Analytics (“CLARA”), the leading provider of artificial intelligence (AI) technology in the commercial insurance industry, has announced that it has selected Gabe Cossio as the new Vice President of Sales. Cossio will play a lead role in executing CLARA’s aggressive growth strategy as the organization scales up to meet mounting demand.

Cossio’s wealth of insurtech experience provides a valuable asset in CLARA’s mission to drive game-changing innovation and compelling ROI for insurance claims management. He joins the company after a highly successful tenure at Duck Creek Technologies, where he ranked as the #1 sales executive companywide and was responsible for closing over \$140 million in SaaS and professional services revenue. His accomplishments earned him recognition as the Sales Director of the Year in 2021.

Mr. Cossio began his career at Accenture, where he was instrumental in creating the client account management team under the newly formed Duck Creek Technologies software company. Since then, he has focused on leading his team to achieve standout results in complex SaaS sales engagements in the claims management space. He will report to CLARA CEO [Heather H. Wilson](#).

“Throughout his career, Gabe Cossio has proven that he can consistently deliver stellar results,” said Wilson. “He has a track record as a top-performer with deep expertise in insurtech and claims management in particular. That makes him an ideal fit for CLARA’s mission, our company culture, and our commitment to going the extra mile to take care of our customers.”

“CLARA Analytics is delivering measurable, meaningful value for insurers in the workers’ compensation and commercial auto categories,” said Cossio. “Insurance companies are looking for new ways to innovate — driving efficiencies and improving service levels to policyholders and insured workers. This is a rapid-growth opportunity, and CLARA has led the way in delivering tangible real-world results, over and over again. I’m excited that I’ll be part of this company’s upward trajectory.”

Gabe Cossio earned his bachelor’s degree in management, risk management, and insurance from the University of South Carolina’s Darla Moore School of Business. He has since served as a mentor to students at the business school and is a member of the university’s Business Partnership Foundation board of advisors.

Source: [CLARA Analytics](#)

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