



TANYA MARSCHALL

Vice President

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Tanya Marschall joined The Graham Company in 2016. As a Producer, Marschall is responsible for new business development within the firm's Manufacturing and Wholesale Distribution Division. She specializes in the design and implementation of comprehensive, cost-effective insurance and risk management solutions. She focuses her time on large, complex, privately held manufacturing, wholesale and transportation exposures while also concentrating in areas like captive alternatives, loss sensitive options and working with executives to bring down their total cost of risk.

Prior to joining The Graham Company, Marschall worked in Institutional Sales within their Consultant Relations group at The Vanguard Group, one of the world's largest mutual fund companies. Marschall was responsible for partnering and growing business with Investment and Retirement Consultants across national key accounts managing over \$175B in mutual client assets.

In addition, Tanya is a member of the Board of Directors for The Philadelphia Children's Alliance, a non-profit organization that promotes healing and justice for sexually abused children by collaborating with child protection, law enforcement, and mental health services to provide forensic interviews, victim support, and counseling.

Marschall is a graduate of Bloomsburg University of Pennsylvania with a Bachelor of Arts degree in Communications and has a Master of Business Administration (MBA) from La Salle University.