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## Matthew Thiel joins Travelex Insurance Services as Director of Sales Development

**OMAHA, Neb., March 26, 2025** — Travelex Insurance Services Inc., a pioneer in the travel insurance industry known for award-winning customer care, has named Matthew Thiel, a 17-year veteran of the travel industry, as the company's new Director of Sales Development. Thiel's experience spans sales and business development leadership roles in various aspects of the travel industry, including corporate travel management, cruise lines, and travel insurance.

"Matthew's experience will serve him well as he develops and manages a new-business pipeline across U.S. travel verticals while serving as a liaison for global enterprise opportunities," said Will Nihan, Travelex president and CEO. "He'll develop and foster strong partner relationships to identify, close, and launch strategic partnerships."

Travelex hit the ground running in 2025 with the [release of a new product suite](#), underwritten by Zurich and designed using traveler and advisor feedback.

"With our new plans breaking sales records, we're poised for growth in 2025," said Matt Seymour, vice president of North American sales at Travelex. "It is the ideal time to bring Matthew on board to create new opportunities. He's no stranger to travel insurance and has spent more than 15 years in the travel industry. Matthew has a deep understanding of what travelers and travel advisors need."

Throughout his career, Thiel has built a reputation as a strong partner, developing deep relationships and helping partners achieve business success. He is a change agent skilled in implementing innovative processes that drive revenue growth, optimize costs, and align with overarching business objectives. Seymour said Thiel's experience will be key in optimizing Travelex's sales processes and using advanced technology to drive efficiency and profitability.

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# News Release

## **About Travelex Insurance Services Inc.**

For nearly 30 years, Travelex Insurance Services has been a trusted travel insurance pioneer and a premier partner to the U.S. travel industry. Our commitment to providing the products our travel advisor partners and travelers want combined with our superior customer service makes Travelex stand out among the competition, and we are frequently honored with travel industry customer service, technology, and innovation awards.

Travelex is part of [Zurich Cover-More](#), one of the world's largest travel insurance and assistance brands. We look after millions of the world's travelers every year, protecting them every step of their journey.

To learn more about Travelex, visit [TravelexInsurance.com](https://TravelexInsurance.com).

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