



Melissa Nighbert

Managing Director

CONTACT

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ROLES & RESPONSIBILITIES

Melissa Nighbert is a senior insurance and risk management professional with more than 20 years of experience helping organizations develop effective strategies to manage risk, drive growth, and achieve business objectives. As a Senior Client Executive, Melissa is responsible for business development, renewal leadership, account oversight, and strategic planning. She partners with clients to design and implement innovative risk management and insurance solutions while fostering long-term relationships and delivering measurable results.

Prior to joining Brown & Brown, Melissa built a strong foundation in the insurance industry, working closely with personal and commercial clients to address a wide range of risk management and insurance needs. Her experience provided valuable insight into client challenges, coverage strategies, and account management, shaping the consultative approach she brings to clients today.

Melissa graduated from Georgia State University with a Bachelor of Business Administration in Risk Management and Insurance. She holds the Certified Insurance Counselor (CIC) designation and is recognized for her commitment to client advocacy, strategic leadership, and industry expertise.

EDUCATION / CERTIFICATIONS

Bachelor of Business Administration, Risk Management and Insurance, Georgia State University

Certified Insurance Counselor