

# NAME

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## BUSINESS DEVELOPMENT PROFESSIONAL

Analytical and customer-focused professional with demonstrated ability to drive revenue, new business, and customer satisfaction. Goal-oriented team player who deploys strong problem solving and relationship building skills while communicating with executives, colleagues, and clients to achieve organizational success.

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### CORE COMPETENCIES

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Sales Strategies • Territory Management • Client & Broker Relations • Marketing & Forecasting • Sales Growth • Collaboration  
Product Knowledge • Executive-Level Engagement • Risk Assessment • Financial Statement Analysis • Financial Modeling

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### EXPERIENCE

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		LOCATION
12/2016- Present	<b>CHUBB INSURANCE COMPANY</b> <b>Financial Lines: Professional &amp; Management Liability Underwriter</b>	
	<ul style="list-style-type: none"><li>• Hired to spearhead new business growth and territory oversight throughout majority of Louisiana and Houston, TX while managing \$3M book of business.</li><li>• Cultivate and maintain sound client &amp; broker relationships. Conduct minimum of nine monthly marketing &amp; forecasting visits to brokers; lead CE courses and lunch &amp; learns.</li><li>• Manage private equity-backed (PE) new business and renewals, particularly in Oil &amp; Gas, to meet internal &amp; external customer service requirements. Efforts contribute to Houston branch's highest PE activity nationwide.</li><li>• Engage regularly with CEOs/CFOs to enhance understanding of company risk; facilitate strategic decision making internally by providing senior management with analysis of financial statements, including M&amp;A activity and funding. Determine risk score through financial modeling.</li><li>• Enhanced product knowledge and sales ability after being selected by Manager and Regional Manager to attend Chubb Specialty School I &amp; II due to exceptional performance in 2017.</li></ul>	
	<i>Select Achievements</i>	
	<ul style="list-style-type: none"><li>• Achieved new business goal of \$750K with responsibility for \$3M renewal book (2017).</li><li>• Augmented new line flow, increasing new business opportunities by utilizing broker feedback to simplify TX/LA submission requirements after identifying pain points within submission process.</li><li>• Prospected and secured strong, successful relationships with agents such as Fred Rhodes Agency, Iscential, and Marsh &amp; McLennan Agency; partnered with Territory Sales Leader of Small Business to establish presence and educate agents on Chubb products and capabilities.</li></ul>	
10/2014- 12/2016	<b>AMERICAN INTERNATIONAL GROUP (AIG)</b> <b>Financial Lines: Private and Not-for-Profit Executive Liability Underwriter</b>	
	<ul style="list-style-type: none"><li>• Underwrote products including Directors &amp; Officers, Employment Practices, Fiduciary, Cyber, Kidnap &amp; Ransom, Multinational, Crime, and Employed Lawyers Liability. Served as only Financial Lines representative for Energy &amp; Construction Industry Product Group.</li><li>• Gained in-depth understanding of business profiles by regularly interviewing CEOs/CFOs of middle-to-large market companies.</li><li>• Hand-selected by SVP to lead regional financial analysis training due to expertise handling financially-distressed accounts.</li></ul>	
	<i>Select Achievements</i>	
	<ul style="list-style-type: none"><li>• Achieved average of 98% retention rate for renewals while regularly surpassing new business goals by delivering exceptional customer service to 100+ accounts.</li><li>• Grew new business 250% in two years after providing strategic assistance to major territory broker, thereby spurring referrals.</li><li>• Innovated high-value account targeting tool and business plan to leverage existing AIG relationships for cross sells</li></ul>	

- 5/2014- **WELLS FARGO & CO.** **LOCATION**  
8/2014 **Home Equity: Strategy & Planning Team Intern**
- Assisted in optimizing workforce of 1.5K agents through forecasting, data analytics, and trend analysis; served as Project Manager for Home Equity competitor analysis project.
  - Collaborated with Home Equity Specialist & Credit/Income Underwriters during lending decision process.
  - Innovated work space as Project Manager for business processes optimization project.

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**EDUCATION**

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- 5/2014 **UNIVERSITY OF MISSISSIPPI** **OXFORD, MS**
- Bachelor of Business Administration, Banking & Finance  
Bachelor of Business Administration, Managerial Finance  
Bachelor of Business Administration, Economics

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**COMMUNITY INVOLVEMENT**

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- Member, Houston Rodeo: Breeders Greeters Committee, Houston, TX (3/2017-Present)
  - Establish strong local network after being invited to join committee.
- Member, The Pink Agenda: Leadership Committee, Atlanta, GA (10/2014-12/2016)
  - Promoted to Leadership Committee after successfully raising \$10k for breast cancer research; secured radio ads for annual gala and leveraged professional relationships to boost gala attendance (2016).

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**ADDITIONAL RELEVANT EXPERIENCE**

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- Earned annual return of 500% while trading personal stocks using options contracts (2018). Implemented in-depth financial acumen to successfully make 100+ transactions.