

Transformed: Insurance, experienced

Bill Biluxi

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SENIOR MARKETING REPRESENTATIVE/MANAGER

Proactive Alliance Builder • Proven Analytical Abilities • Results Oriented • Problem Solver
Experienced, creative, client oriented insurance professional with 25 years of experience.

HIGHLIGHTS OF QUALIFICATIONS

- Successfully maintained over \$3 million in business for agency annually.
- Created, marketed and sold national private school accident insurance program resulting in 25% increase in agency's revenues.
- Identified prospects and niche markets, proposed and sold personal, commercial and specialty coverage.
- Demonstrated record of initiative in identifying and solving underwriting related issues.
- Effective organizational and communication skills and proven ability to balance multiple assignments.

SELECTED PROFESSIONAL EXPERIENCE

Insurance Industry

Blessing Insurance & Financial Services

Acting President

Atlanta, GA

2002 – 2005

- Managed financials and employees and built partnerships with clients, resulting in 25% growth rate over 2 years.
- Met production requirements with high quality audit goals; maintained time service requirements per established metrics.
- Evaluated, selected and classified risk factors. Analyzed and calculated data to determine eligibility and rate class for applicants according to established underwriting standards.
- Independently decided insurability and proactively communicated decisions consistently and effectively to field force and clients, resulting in quick turnaround times and savings of 18% on administrative costs.
- Oversaw multiple assignments in fast-paced work environment. Received awards for productivity and creativity.

Blessing Group

Vice-President

Atlanta, GA

1990 - 2002

Insurance Agent

1979 - 1990

- Identified unutilized private school market and filled niche insurance need with new student accident insurance program.
- Marketed program nationally at trade shows, made calls and sold product resulting in increased annual revenues of 25%.
- Maintained strong customer service focus, resulting in maintained business through organization's transfer of ownership.
- Developed and implemented innovative solutions and processes to achieve strategic underwriting performance objectives.
- Displayed sound technical and professional insurance knowledge including industry trends, regulatory requirements and company operations.

Landscaping/Disaster Cleanup

Industrial Services

Partner

Smyrna, GA

2005 – 2007

- Demonstrated organizational, problem solving and teambuilding skills as head foreman for major, fast-paced jobs.
- Solicited homeowners and sold creatively designed and built decks and landscaping.
- Identified prospects and successfully pursued commercial contracts and business, resulting in 18% increase in profits.

Licenses

Property and Casualty • Life and Health • Non resident: Alabama, Florida and S. Carolina

EDUCATION

DeVry Institute of Technology, Honor Roll Student

Illinois State University

Elon College, Associate in Business Administration