

MICHAEL ANDERSON

Business Development Executive

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Dynamic Insurance Associate with a focus on sales and business development within the insurance sector. Proven ability to identify client needs and tailor insurance solutions that align with their objectives. Adept at building strong relationships with clients and stakeholders, ensuring long-term partnerships and satisfaction. Skilled in conducting market analysis to identify opportunities for growth and expansion.

WORK EXPERIENCE

Business Development Executive | Insurance Growth Partners

Jan 2022 – Present

- Developed and executed sales strategies to drive new business acquisition.
- Conducted market research to identify potential clients and industry trends.
- Established relationships with key stakeholders to facilitate partnerships.
- Presented insurance solutions to prospective clients, addressing their unique needs.
- Maintained a robust pipeline of leads and followed up diligently.
- Collaborated with marketing teams to enhance brand visibility and outreach.

Insurance Associate | Visionary Insurance Solutions

Jul 2019 – Dec 2021

- Assisted in the sales process by preparing proposals and quotes for clients.
- Managed client relationships to ensure satisfaction and retention.
- Participated in networking events to promote company offerings.
- Conducted follow-ups with clients to assess needs and provide solutions.
- Maintained records of client interactions and feedback for continuous improvement.
- Supported the sales team in achieving quarterly revenue targets.

SKILLS

Sales Business development Client relationship management Market analysis Strategic planning Negotiation

EDUCATION

Bachelor of Science in Business Management

2015

University of Washington

ACHIEVEMENTS

- Exceeded sales targets by 40% in the last fiscal year, earning a top performer recognition.
- Successfully launched a new product line that contributed to a 25% increase in revenue.
- Recognized for outstanding contributions to team collaboration and success.

LANGUAGES

English Spanish French