

BUSINESS DEVELOPMENT CONSULTANT

Summary

Experienced in all aspects of sales cycle from business development, prospect pipeline building, lead creation, and close.

Experience

07/2015 to Current

Business Development Consultant Company Name 1/4 City , State

- Initiated and closed sales for a large independent insurance agency in Western Wisconsin Used consultative selling skills to identify exposure to risk and tailored insurance policies to address those concerns Managed customer accounts, built lasting relationships with customers, and grew account base within territory.

07/2010 to 07/2015

P&C Producer and Sales Agent Company Name 1/4 City , State

- Initiated and closed sales for a large independent insurance agency in Western Wisconsin Used consultative selling skills to identify exposure to risk and tailored insurance policies to address those concerns Managed customer accounts, built lasting relationships with customers, and grew account base within territory.

07/2006 to 07/2010

Sales Representative Company Name 1/4 City , State

- Initiated and closed sales for a commercial and residential roofing contractor Established positive relations with customers and developed a timeline for project completion Arranged delivery of materials, availability of labor, and managed projects through completion.

Education

May 2006

Bachelor of Arts : Liberal Arts Environmental Studies Geography UNIVERSITY OF MINNESOTA DULUTH 1/4 City , State Liberal Arts
Environmental Studies Geography

Skills

agency, delivery, insurance, materials, policies, roofing, selling, sales