



### *Profile*

An experienced and goal-oriented insurance professional with broad industry experience in both insurer and broker roles at all levels with a very strong work ethic.

I have current experience of working to tight external and internal regulatory frameworks whilst taking responsibility for self and others and delivering against budget and wider expectations.

### *Key Qualities, Competencies & Skills*

Good organisational and operational management experience

Sales management and business development focus

Team development through appropriate recruitment, motivation and growth

Marketing – campaign development and innovation

Excellent financial awareness, budgetary management and goal setting skills

Profit centre management experience

Skilled in managing change

Multi-level client and prospect relationship management

Adaptable and flexible in approach

Skilled with clients from commercial SME to mid-Corporate level including reverse flow and UK domiciled multi-national businesses with turnover ranges from £100k to £1bn.

### *Last Employer*

Employer	<b>Towergate Underwriting Group</b>
Role	Sales Manager – Affinity Schemes
Car Allowance	Yes + business miles recovery
Pension Benefit	5% Employee - Defined Contribution
Holiday	26 Days
Commenced	10 <sup>th</sup> August 2008
Finished:	31 <sup>st</sup> March 2011

Role: Develop a sales and marketing plan to grow market share and profitability, raise the profile of the business and secure long-term customers.

To date I have recruited and developed a UK based sales team to penetrate the holiday caravan sector currently dominated by JLT. Role involves managing a team of 9 people, setting goals and targets and ensuring these are exceeded whilst developing both the proposition and market relationships to maximise income.

I have achieved my personal target through cold calls, industry affiliations and developing broker introducers.

**Current performance:**

2009 net commission income £248,000 against target of £220,000 for team  
Average win size £9,000 (commission or fee)  
Sales team currently 4 external reports and 2 internal – with more recruitment planned for 2010.  
Personal contribution £78,000 net commission through pure new business sales  
Retention 2009 was 100%

**Reason for leaving:**

I am looking to return to a more client/customer driven environment and a more satisfying sense of personal achievement working in and part of a team. This can be technical supervision, team management or business development, but a role where my experience and knowledge can be used to its full capacity, but also an environment where this can be challenged and developed further.

**Personal Information**

<b>Education</b>	7 GCE 'O' Levels including English, Maths and Languages ONC Business Studies including Economics
<b>Professional Qualifications</b>	Part ACII (7 parts)
<b>Leisure</b>	Cycling, Running and Skiing
<b>IT Skills</b>	Excel/Word/PowerPoint/Outlook/Cognos/Sector
<b>Driving</b>	Full Clean Licence with own 2007 4-door Saloon

**Contact:**

Personal Mobile (anytime) [07801 994393](tel:07801994393)

Personal email address [cprice2437@gmail.com](mailto:cprice2437@gmail.com)

*Previous Employment*

<b>Jardine Lloyd Thompson</b>	<b>Branch Director</b>	<b>August 2005 – November 2007</b>
	<p>I managed the Operations and New Business Development for a branch comprised of a team of three dedicated development staff, five account executives and 15 others – setting targets and managing the successful delivery of new business retained client income and growth.</p> <p>I had client responsibilities as both Account Director and Account Executive</p>	<p>Moved the business from six-figure loss to profit through developing cultures and behaviours and recruiting appropriately experienced key staff enabling new business success..</p> <p>Branch rationalisation and the movement of smaller &lt;£2k commercial business to a Midlands base resulted in loss of critical mass and the branch merging with another and subsequent redundancy.</p>
<b>AIG UK Ltd</b>	<b>Development Manager</b>	<b>March 2004 to August 2006</b>
	<p>Sales management of a branch. Responsible for a panel of 40 brokers and for developing new intermediaries – relationship building and new product launches.</p>	<p>Premium income taken from £15m to £31m in 2 years in a soft market.</p> <p>Successfully developed 10 new brokers.</p>
<b>Zurich Municipal</b>	<b>Development Consultant (Education)</b>	<b>2001-2004</b>
	<p>Ground-up development of new segment for ZM for prospects in the Education sector – Universities, Colleges and Schools</p> <p>UK-wide role initially with recruitment of team after 12-months.</p>	<p>From zero to 30% market share in University and Colleges plus 10% in Schools after 3 years. Average Net brokerage/fee £6,000</p> <p>Delivered &gt;£100k New Business</p>
<b>Marsh UK Ltd*</b>	<b>Assistant Director/Client Servicing</b>	<b>1990-2001</b>
<p>*1990 – 2000 Sedgwick UK Ltd – acquired by Marsh in 2000</p>	<p>Managing sales &amp; service delivery from 10 account executives and a panel of 150 clients with fees from £10k upwards.</p>	<p>Achieved 97% retention across portfolio. Introduced and led consultancy selling initiatives – final year produced \$570,000</p>
<b>JCB Group</b>	<b>Regional Development Manager</b>	<b>1984-1990</b>
	<p>Developing a broking business within the wider JCB Group in the construction sector.</p> <p>Latterly employing a team of 5 Sales people and managing satellite branch in South with responsibility for renewal retention through same team</p>	<p>Successful development of a profitable industry scheme and attached non-scheme business development from a zero base</p> <p>Client Fee/brokerage from £2k to £25k</p>