

James Sample

000-000-0000 | name@gmail.com | City, ST | linkedin.com/in/.-sample

SENIOR UNDERWRITER/BUSINESS ANALYST

“James (is) a driving force in helping agents...return their agencies to profitability.”

Accomplished Insurance professional offering 14 years of risk management, analysis, underwriting, and portfolio management expertise. Significant experience as company representative, providing formal responses to Department of Insurance (DOI) inquiries. Highly regarded Subject Matter Expert (SME), achieving superior Quality Audit ratings. Talented Project Manager, meeting all deadlines, budget and project specifications. Outstanding communicator, demonstrating strong interpersonal, analytical, and decision-making skills in leading successful service projects for Nationwide’s South Central Regional Office (SCRO). U.S. Army veteran.

HIGHLIGHTS

UNDERWRITING:	Most tenured SCRO Personal Lines Underwriter.
INSURANCE KNOWLEDGE:	Recognized Insurance Industry Subject Matter Expert (SME).
DATA ANALYSIS:	Dramatically improved performance for struggling agents via comprehensive root-cause analysis and action planning designed for specific target markets.
TIME MANAGEMENT:	Provided excellent results as underwriter and analyst while simultaneously maintaining honors-level GPA in pursuing college degree.
LICENSES .):	Commercial Lines License, 2004 Commercial Property/Casualty Agent, 2004 P&C License, 2004 Property and Liability Agent, 2004 Casualty, 2002

AREAS OF SKILL AND EXPERTISE

Underwriting | Commercial Insurance | Eligibility Guidelines | Manuals | Contracts | Coverages | Endorsements
Data Analysis | Account Management | Project Management | Customer Service | Process Improvement
Trend Analysis | Action Plans | Portfolio Management | Root Cause Analysis | Team Training | Quality Control

PROFESSIONAL EXPERIENCE

ABC CORP. | 2007-2016

SENIOR UNDERWRITER, PERSONAL LINES

Reviewed and analyzed applications for new business and renewals, rejecting or altering risk as appropriate. Analyzed data and delivered highly successful action plans, enabling agencies to achieve profitability, growth, and marketing goals. Worked closely with director level claims management and legal counsel.

- Managed approximately \$50M in Direct Written Premiums and 33 exclusive channel agents.
 - Promoted from Personal Lines Underwriter/Portfolio Management role, based on performance.
 - Enabled dramatically improved performance for struggling agents through comprehensive root-cause analysis, action planning, and mitigation activities designed for specific target markets.
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PROFESSIONAL EXPERIENCE (CONTINUED)

LIZARD INSURANCE | 2002-2006

CUSTOMER SERVICE, UNDERWRITER, SERVICE UNDERWRITER

Reviewed broker and agent applications to evaluate risk. Conducted process renewal, endorsement, and cancellation requests. Cultivated relationships with brokers to develop future business.

- Consistently recognized as top performer; selected for advanced training and licensure ahead of peers, subsequently training team members.
- Originally hired as one of only two successful candidates out of 100 applicants; progressively promoted to highest non-management positions.

EARLY EXPERIENCE

U.S. ARMY

MUSICIAN (EUPHONIUM AND TROMBONE)

Initially served in Communications, and then transitioned to U.S. Army Band.

- Graduate, Primary Leadership Development Course (required for Non-Commissioned Officers).

RELEVANT VOLUNTEER EXPERIENCE

XYZ CORP.

BLOOD DRIVE COORDINATOR

Recognized for revamping struggling program, significantly increasing donations.

UNITED WAY SNACK BAR COORDINATOR

Restarted stalled program from scratch, increasing donations 150% with fewer staff, by stocking greater variety of snacks and introducing beverages.

EDUCATION

Bachelor's Degree, Organizational Management | Ivy League University

Anticipated: Fall 2017, GPA 3.75/4.0

Associate Degree (Eligible), Business/General Education | University of Hogwarts

TESTIMONIAL

"The Communication Skills that James presents are outstanding... always positive for the Enterprise & agency force."
