

Matthew R. Barrier

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Dynamic Marketing Professional with over 11 years of experience with proven ability to generate new business and maintain client relationships while contributing to the growth of profitable firms.

Professional Experience

Liberty Mutual Insurance, Dallas, TX

2016 - Present

Personal Lines Insurance Producer

- Sell all lines of personal insurance including auto, home, and life insurance.
- Create new business opportunities through networking groups and key referral partners.
- Provide comprehensive insurance policy review for clients, highlighting potential gaps in coverage, and offering appropriate solutions to mitigate risk.

Frampton Insurance Agency L.P. Dallas, TX

2015- 2016

Commercial Insurance Producer

- Develop new business in the restaurant and general contractor industries. Interface with new and existing clients, determining their business needs by identifying potential risks and delivering solutions.
- Evaluate current insurance market conditions for clients and recommend ways to lower losses and insurance costs.
- Negotiate pricing and coverage's with insurance carriers. Prepare and deliver marketing presentations, proposals and insurance quotes.
- Build and maintain client relationships by providing excellent customer service. Develop trust and credibility through product knowledge and delivering a personalized service experience.

Wood Wilson Insurance, Dallas, TX

2009 - 2015

Commercial Insurance Agent

- Sold all lines of commercial property and casualty and health and benefits insurance with direct business to business contact. Managed \$1MM book of business.
- Interfaced with decision makers to evaluate overall risk exposures and associated costs.
- Analyzed claim data, advised and presented coverage options/strategies while negotiating new/renewal program pricing.
- Prepared proposals, complex premium allocation spreadsheets, invoicing and other documentation for clients/prospects.
- Directed the certificate of insurance process from inception to completion ensuring a smooth and timely delivery to the client.

Colliers International, Dallas, TX

2007 - 2009

Commercial Real Estate Agent

- Specialized in industrial real estate applications for landlords and tenants.
- Developed clients through cold calling, networking and referral opportunities. Administer the client qualifying process.
- Managed tenant to landlord relationships and landlord accounts with multi-property portfolios. Negotiated contracts, prepared market analyses, and presented production/leasing reports.

Education

Texas Tech University, Lubbock, TX

Bachelor of Business Administration in Marketing

Bachelor of Business Administration in Management

Jesuit College Preparatory School, Dallas, TX

Licenses

Texas Property and Casualty Insurance License

Texas Health and Benefits Insurance License
Previously held Texas Real Estate License

Honors and Professional Affiliations

Independent Insurance Agents of Dallas
Independent Insurance agents of Dallas Golf Tournament Committee
Member of Phi Gamma Delta Fraternity
Tech Marketing Association
Member of the Texas Tech Dean's List

Restaurant Experience

- Clients include franchised and single owner restaurants with multiple locations.
- Analyze revenue, payroll, assets, personnel, and business practices to present to underwriting.
- Review insurance inspection report with owner to maintain compliance with carrier safety plan.
- Interact with franchisor and/or landlord to insure insurance program meets all requirements.
- Create insurance plan for new restaurant expansion.

References

Available upon request