

Gabriella Kiel

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EDUCATION

May 2024 **University of South Carolina**

- *Bachelor of Science, Risk Management Insurance, Minor in Applied Computing*
- Dean's Honors List, Life Scholarship, WSIA Derek Hughes Scholarship, J.H Blades Scholarship

Columbia, SC

GPA: 3.6

Spring 2022 **Università Cattolica del Sacro Cuore** – International study abroad program

Milan, Italy

WORK EXPERIENCE

2023 **Wholesale & Specialty Insurance Association** – Internship

Kansas City, MO

J.H Blades Scholar

London, UK

- Tailored curriculum encompassing comprehensive exposure to the London insurance market and visits to Lloyd's enhancing understanding of operational structures and market dynamics

Hull & Company (Bridge Specialty Group): Professional Liability, Property & Casualty

Horsham, PA

- Generated potential new clients by diagnosing the added value of partnerships
- Effectively presented agencies with a cyber quoting portal to enhance their time-to-quote ratio
- Conducted market appetite research to solidify appropriate market submissions

Markel: Management Liability, Health Care, Primary & Excess Casualty

Manhattan, NY

- Shadowed multiple product lines, thus increasing my awareness of the industry
- Attended a potential client meeting to analyze the format of an informative encounter with the insured
- Obtained comprehension of the underwriting process from submission through the account cycle
- Participated in marketing events with brokers, which allowed me to gain insight into developing relationships

Sompo International: Large Property Underwriter

Manhattan, NY

- Initiated opportunities to observe communication with brokers and risk engineers
- Coordinated a global informative session with a cat model team to extract information
- Participated in Dale Carnegie training to increase my presentation and communication skills
- Exceeded intern networking by connecting with important individuals to foster a relationship
- Facilitated opportunities to expand my knowledge in other product lines by coordinating meetings

2021 **Amwins Group Inc.** – Internship

Charlotte, NC

- Shadowed underwriting and brokerage teams learning principle job functions
- Participated in a two-week intensive underwriting training class

LEADERSHIP EXPERIENCE, INVOLVEMENT & CERTIFICATIONS

2024 **Digital Studies Certificate**

Columbia, SC

2023 **University 101 Peer Leader**

Columbia, SC

- Mentor first-year college students transitioning into college life by offering support in challenging situations
- Actively contribute to shaping experiences by promoting fun and safe ways to get involved on campus

2023 **The Institutes CPCU Society**

- Insurance Essentials Certification & Surplus Lines Fundamentals Certification

2023 **Buddies Beyond Borders**

Columbia, SC

- BBB creates an environment for students to have a cultural connection and create friendships

2022 **Gamma Iota Sigma Fraternity**

Columbia, SC

President

- Orchestrated recruiting techniques to triple membership numbers and increase involvement
- Experience and engage in WSIA symposiums, regional and leadership conferences
- Build innovative partnerships with companies to educate members on the industry
- Attend monthly leadership training to exhibit prominent leadership to the chapter
- Coordinate chapter meetings and restructured chapter cataloged documents
- Communicate with members on all chapter news and events

Public Relations Director

- Revamped social media platforms to ensure an organized and user-friendly design
- Initiate and organize social and professional events to enhance the membership experience

2021 **Mayoral Campaign Volunteer for Daniel Rickenmann**

Columbia, SC

- Assisted in winning local campaign efforts in three key areas: (i) phone and texting banks keeping registered voters informed, (ii) sign blitzing, and (iii) result retrieval

2020 **Chi Omega Sorority**

Columbia, SC

- Circle of Sisterhood Rep – Liaison for Chi O and Panhellenic to fundraise women's education
- Philanthropy Cabinet Member – Coordinated philanthropy events for Make-A-Wish Foundation
- Sisterhood Cabinet Member – Created, supervised, and led sisterhood events for the chapter

SKILLS Excel, Content Management Systems, HTML, CSS, JavaScript, SQL, & Python