

# Isaiah Vasquez

## Commercial Lines Broker

Rancho Cucamonga, CA

isaiahvasquez6+ysa@indeedemail.com - (909) 641-5568

Self motivated and energetic individual that is team oriented, hardworking and dependable with a clear vision and passion for success.

Authorized to work in the US for any employer

### WORK EXPERIENCE

#### Commercial Lines Broker

InterWest Insurance Services, Inc - Walnut Creek, CA - 2014 to 2015

- Sell commercial lines of insurance with primary emphasis in medium to large size businesses.
- Implementation of various sales strategies.
- Responsible for strategic lead generation in areas of Construction, Home Health Care, and Manufacturing.
- Responsible for annual renewal business, account review, endorsements and customer requests.
- Lines of business include property & liability, workers compensation, auto and health benefits.
- Conduct risk management assessments and needs.
- Review and evaluate leases and construction contracts as it relates to insurance requirements.

#### Account Executive

Church & Casualty Insurance - Vacaville, CA - 2010 to 2014

- Sell commercial lines of insurance with primary emphasis in churches, schools and non-profit organizations.
- Increased book of business by an average of 20% annually.
- Manage a book of existing business consisting of approximately 350 clients.
- Responsible for annual renewal business, account review, endorsements and customer requests.
- Lines of business include property & liability, workers compensation, auto and health benefits.
- Conduct risk management seminars in areas of sexual misconduct, workers compensation, and liability.
- Review and evaluate leases and construction contracts as it relates to insurance requirements.
- Responsible for strategic lead generation.

#### Sales Executive

Pitney Bowes Inc - Alameda, CA - 2008 to 2010

- Excelled to promotion within 1st year of employment in a business-to-business sales and quota driven environment.
- Created and presented customized and detailed proposals to businesses.
- Development of sales and marketing strategies to drive customer base.
- Business consultant to small and mid size businesses.
- Customer relationship management at executive levels.
- Demonstration of ability to sell complex services and solutions.
- Customer education on full suite of Mailstream solutions and services.

### EDUCATION

#### B.A. in Business Administration with an emphasis in Management

Cal State San Bernardino - San Bernardino, CA

2006

CERTIFICATIONS

**California Life & Health Insurance License**

May 2016

**Property and Casualty Insurance License**

May 2016

**Variable Contract License Series 6,63,26**

May 2016