

MICHAEL E. MAGILL, CRPC

☎ (561) 445-2430 | 📩 MEM7749@yahoo.com | 🏢 Boca Raton, FL 33434

Detail-oriented, ethical, and highly motivated top-producing sales professional with over two and a half decades of entrepreneurial, customer service and business experience within the institutional and high net-worth market. Solid analytical, management, leadership and development, and problem-solving skills. Proven ability to penetrate new markets and implement new sales strategies to drive sales. Dedicated to honesty, integrity, and outstanding customer service. Passionate about providing and implementing solutions for clients. Seeking a position which will utilize all acquired skills, abilities and areas of expertise as follows:

- Superior Customer Service Skills
- Business Administration
- Business Consulting
- Outstanding Communication
- Meticulous Bookkeeping
- Excellent Team Leader/Member
- Sales Driven
- Impeccable Judgement
- Time Management
- Staff Training/Supervision
- Relationship Building
- Operations Management
- Finance
- Quality Focused
- Marketing
- Data Collection/Analysis
- Conflict Issue/Resolution
- Client Relations/Retention

EMPLOYMENT

Noander Consulting Group · Boca Raton, FL

Feb. 2016 - Present

Independent Distributor & Business Consultant

- Successfully started, grew, and ran a highly profitable consulting business focused on customer service through personal dedication and strong-work ethic by accurately setting expectations, managing costs, and delivering high quality work which satisfied customers.
- Independent consultant to the insurance and financial industries in the areas of building sales and management teams, operational improvements, recruitment and placement of personnel and proper placement of products.
- Successfully raised \$600 million across all channels.
- Proven ability to work well under pressure while maintaining impeccable judgment.
- Utilizes critical and analytical thinking skills in reviewing and understanding large volumes of information.
- Optimized profits by increasing revenue, controlling expenses, executing organizational sales strategies, and implementing new procedures.
- Built strong relationships with businesses such as Colonial Life, Crossroads Capital, Noble Capital Markets, WBI Investments and multiple banks due to in-depth knowledge of fields, honesty, and level of service.
- Networks within local community, tracks contacts and keeps updated customer files to grow business.
- Utilizes outstanding and strong communication skills in following up with clients to ensure that all expectations were exceeded.
- Exercises excellent time-management skills to accomplish all scheduled daily tasks, adapting to unexpected company needs, in a fast-paced and constantly changing environment.
- Utilizes in depth knowledge and expertise in providing organizations with guidance in new business development and diversification, due diligence, selling agreements, business to business introductions and strategic planning.

Janus Capital Group · Boca Raton, FL

Dec. 2004 - Jan. 2016

Director, Offshore Sales (May 2013 to Jan. 2016)

- Warmly greeted a diverse customer base, providing exemplary customer service with a desire to exceed customer expectations at all times.
- Successfully marketed all US offshore mutual funds and managed money to all channels with a concentration in Florida, Texas, California, and New York.
- Mentored internal sales desk and domestic counterparts with offshore/NRA opportunities.
- Responsible for representing the firm internationally for available value add programs while identifying new targets for investment opportunities in Latin American and Central banks.

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- Leveraged excellent interpersonal communication skills in establishing new relationships and onboarding new accounts in the RIA, private bank channels and family offices.
- Proactively managed accounts and goals to successfully increase and exceed sales goals each year.
- Successfully increased territory from \$10 million in combined sales over 3 years to over \$1 billion in less than 30 months through analysis and strategic development of territory accounts.
- Consistently reviewed progress of accounts toward goals and adjusted strategy. This led to my being ranked among the Top 3 in total sales from 2013-2015.
- Demonstrated initiative and leadership by assisting in the development of the first structured note at the firm.
- Proven ability to work well under pressure while maintaining impeccable judgment.
- Consistently met or exceeded corporate expectations regarding production and quality of work produced.

Director (Dec. 2004 to May 2013)

- Always maintained a professional and proactive work ethic and demonstrated a commitment to serving all individuals regardless of age, race, or sex.
- Responsible for marketing all products, including managed money, mutual funds, institutional and variable annuities in South Florida for a startup product distribution to institutional and retail channels.
- Surpassed and exceeded annual sales goals and was consistently ranked Top 2 in division and Top 5 in the nation for annual sales.
- Demonstrated strong interpersonal and leadership skills including a willingness to consistently provide superior service, the ability to react appropriately under pressure, and the ability to apply solid business judgment in ambiguous situations.
- Utilized outstanding time management and organizational skills in order to achieve goals and exceed expectations.
- Capable of defusing issues from high stress and concerned customers empathetically, professionally and with confidence. Responded to inquiries via telephone, email, and in-person.
- Strategically devised and implemented innovative sales strategies that increased sales from \$0 to over \$2 billion in warehouse, independent, and bank channels.
- Provided value to the organization through guidance, motivation and technical support to executive management and sales staff.
- Demonstrated excellent leadership skills in assisting in the training, supervising, and mentoring new employees to ensure the quality of work provided and creating a dedicated, strong team that reflects the company's mission and values.
- Collaborated with our team to make certain that work was done smoothly, efficiently, correctly and exceeded the customer's and company's standards.
- Proactively studied to stay up-to-date on policies and guidelines in order to provide outstanding customer service and support across all lines.

Davis Distributors · Boca Raton, FL

Nov. 1999 - Dec. 2004

Vice President & Regional Director

- Demonstrated dependability, strong leadership skills, stamina, and passion for the job in leading, supervising, and mentoring staff across the USA.
- Successfully developed and maintained operations in a new multi-state territory including Iowa, Illinois, Kansas, Kentucky, Missouri, North Dakota, and Wisconsin.
- Utilized in-depth knowledge and skills to improve territory ranking from last place to second place through sales strategy and meticulous planning.
- Worked across departmental lines to cross-train employees to improve efficiency and effectiveness in different departments.

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- Increased sales from \$7 million to \$300 million through flawless execution of sales strategy and a consistent dedication to improving sales effectiveness.
- Utilized analytical and sales skills to increase sales in Florida to \$121 million.
- Maintained a positive work environment by addressing team member's issues in an appropriate and timely manner.
- Proven ability to contribute to a cross functional team while also maintaining focus on established goals.
- Utilized problem solving skills daily in handling client or employee issues quickly and satisfactorily for all parties involved.
- Demonstrated excellent leadership skills by taking an active interest in new employees to ensure the quality of work provided and to create a strong, dedicated team that reflects the company's mission and values.
- Liaised with clients, as needed, and built strong rapport and client relations through knowledge of the investments, financial services, excellent customer service and honesty.

PROFESSIONAL DEVELOPMENT (1990 TO 1999)

- ING FUNDS, Vice President
- SUNAMERICA, Regional Director
- TCC SECURITIES CORPORATION, *Vice President*
- PHOENIX SECURITIES, INC., *Vice President*
- CONTINENTAL CAPITAL, *Vice President*
- IAC GROUP, Account Executive
- JOHN HANCOCK DISTRIBUTORS, *Marketing Representative*
- HUBBARD BROWN, Stockbroker/Account Executive

EDUCATION

Southern Illinois University · Carbondale, IL | Bachelor of Science in Marketing
Routt Catholic High School · Jacksonville, IL | High School Diploma

SKILLS

Technical: 65+ WPM Typist, Microsoft Office (Word, Excel, Outlook, PowerPoint)