CV  
Jamie Comey

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# Skills

I am an experienced and focused sales person looking for a career in Sales, Business Development or Account Management roles. I would like to be considered for this role and I have experience which makes me suitable and ready to succeed in these positions. I have proven I can manage existing clients whilst also bringing on new clients, through a variety of formats; trade shows and events, self-research. I have proven the ability to work towards and exceed targets and keep up a consistent high quality and high intensity of work.

# Experience

## September 2019 - PRESENT

### Oh Goodlord Ltd *- Senior Insurance Consultant*

I began working for Goodlord as an insurance consultant. Being one of the largest tenant referencing platforms in the UK, my job was to contact tenants ahead of their move to help them source the best tenants contents and liability insurance options available to them.

As the team and company grew, I took on more responsibilities, being offered the duties as the sole point of contact for landlords that used the platform to help find the best buildings, rent protection, legal expenses and contents policies for them too.

These were heavily sales based roles, where I averaged around 120 calls per day, spending over 3 hours on the phones each day and consistently outperforming my targets.

Due to maternity leave in the squad I'm now acting as a senior insurance consultant, helping coach and mentor fellow consultants as well as acting as point for any queries they have on our offerings.

## February 2016 - October 2017

### Hamilton Fraser Insurance Services Plc. *- Group Sales account handler*

I joined the Client Money Protect and Property Redress Scheme team, within the HFIS Plc group, working as the sole membership officer, in a newly created role within the fast-growing schemes. With a sales focused attitude, I ensured and assisted all potential members with their applications, which involved reviewing bank statements and credit scores on the Equifax platform, additionally directing them to any of the other products within the company group that they could be suitable for.

As well as processing all cheque, BACS and card payments through the Sage Pay system, I also assisted members with renewal of their subscriptions, including chasing them up in advance via telephone and email as well as contacting them via SMS using the Pure360 system. I was also tasked with assisting the audit team with members who became non-compliant. I was responsible for responding to all membership related calls and email queries received, as well as being involved with creating and maintaining key spreadsheets and databases that enabled the scheme to operate more efficiently as it grew.

Having achieved a great number of cross sales for the business in my previous position, I helped to form a new team becoming the founding member of the group sales account handlers, specifically designed at achieving sales for the group’s property insurance products. I was tasked to form good relationships with existing and new clients, advising them on the best products for them. Using a number of systems such as Transactor and SMM I was able to broker products backed by insurers such as Allianz, Covea, RSA and OIM. With this role, I also attended a number of events, such as the Property Investors Show, where I was able to attract new clients on a face to face basis. As the client base grew and I formed relationships with a number of landlords with large portfolios, I would also advise them on other products they could be suitable for, and how to stay compliant with the changing legislation; as well as how they could go about making claims, should the need arise

# Education

## 2005 - 2012

### Queen Elizabeth's Barnet *- 2005 - 2012*

A-levels

Sociology (Grade: B)

Politics (Grade: C)

Computing (Grade: D)

PE (Grade: A\*)

Science (Grade: A\*)

Additional Science (Grade: A)

Business Studies (Grade: A)

French (Grade: A)

Mathematics (Grade: B)

Geography (Grade: B)

English (Grade: C)

English Literature (Grade: C)

Design Engineering (Grade: C)