

BUSINESS DEVELOPMENT MANAGER

Summary

Understand property insurance policies 12 years' experience evaluating and valuing fixed assets and building values within a high volume environment Understanding of insurance and accounting capital asset valuation, using direct, standard and normal costing techniques with consistency and accuracy Extensive knowledge of an appraisal and the appraisal review process and its guidelines as it pertains to government specifications such as USPAP Proficient in GASB, CSAM, SACS, GAAP requirements

Experience

Business Development Manager 01/2014 to Current Company Name

- Developed a West Coast presence for CBIZ Valuation Group in the Public Entity and Private Sector segments Developed and managed a cultivated sales pipeline for the follow sales territory: California, Arizona, New Mexico, Utah, Nevada, Texas, Oklahoma, Alaska and Hawaii Successfully cold called commercial insurance brokers and risk managers to set sales meetings for new opportunities Attended and exhibited in insurance related conferences throughout sales territory and nationally.

Branch Manager Trainee 08/2004 to 06/2005 Company Name City , State

- Helped achieve branch's sales and margin goals Ensured positive customer service experience by effective management of rental process Maintained positive individual sales goals and customer service goals Grew branch sales using business to business sales tactics Maximized sales margin by upselling customers to higher-priced services and ancillary products.

Senior Project Manager 06/2002 to Current Company Name City , State

- URMIA, PRIMA, AGRIP and FIRMA Signed a Risk Pool of Southern California Cities within my first year Signed a fortune 500 company for a multiple year contract In talks with multiple other fortune 500 companies for multiyear contracts Signed multiple school districts in California to build our brand in the West Signed master agreements with national insurance broker for appraisal services Over doubled my sales revenue and pipeline year after year.

Project Manager, Staff Appraiser, Assistant Appraiser, Intern

- Account manager for the company's largest West Coast client; assist with assigning work to appraisers, review of projects; status log updates, maintain positive relationship with client, handle all questions/concerns client has Responsible for training staff appraisers on all aspects of their position Perform appraisal of buildings for insurance and accounting valuation.
- Inspect and analyze construction materials, building components, and building additions Handle all matters such as site visits and address concerns, questions, or discrepancies regarding the scope of the project.
- Responsible for project completion and ensuring client satisfaction Perform inventory and valuation of fixed assets for accounting and insurance reporting.
- Determine depreciation methods, useful lives, and valuation of fixed asset Able to manage the largest, most complex projects (inventory and re-inventory projects, insurance or accounting projects, school districts, cities, Risk Pools, wastewater treatment facilities and infrastructure assets) and complete majority of projects in less than the budgeted hours and expenses Oversee daily activities of staff, allocate projects to project managers, and monitor productivity.
- Ensure high standards of quality, accuracy, and safety Manage project budgets and project hours to ensure profitable projects Proactively improve client relationships with direct involvement with clients and vendors.

Education

B.A : Business Administration December 2003 University of Wisconsin City Business

Administration

Skills

accounting, budgets, business development, Computer literate, concise, conferences, conflict resolution, contracts, draw, client, clients, customer service experience, customer service, Detail oriented, fixed assets, focus, Inspect, insurance, inventory, leadership, management skills, materials, meetings, Microsoft Office Suite, Windows, organizational, Profit, quality, relationship building, reporting, safety, sales, scheduling, sound, strategist, Valuation, verbal communication skills, wastewater treatment, written

Professional Affiliations

Risk Management Society (RIMS), California Association of Joint Powers Authorities (CAJPA), Public Agency Risk Management Association (PARMA), Public Risk Management Association (PRIMA), University Risk Management & Insurance Association (URMIA), Association of Governmental Risk Pools (AGRIP), Food Service Industry Risk Management Association (FIRMA) Involved in numerous insurance organizations regionally and nationally including: San Diego, Orange County, Los Angeles, San Francisco, Nevada, Oregon and Utah Chapters of RIMS San Diego RIMS Chapter Golf Committee Member San Diego/Imperial Valley + Southern California PARMA Chapters