

ROBERT TIBBS

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EDUCATION

East Carolina University College of Business Greenville NC May 2014
Bachelor of Science in Business Administration: Risk Management and Insurance

DESIGNATIONS

The Institutes (Malvern, PA)

- Degree objective: Chartered Property Casualty Underwriter (CPCU)
- Parts completed: CPCU 552, CPCU 520

North Carolina Department of Insurance

- Property & Casualty License
- Health & Life License

PROFESSIONAL EXPERIENCE

PELNIK INSURANCE

Outside Sales Producer

Cary NC
May 2014 – Present

- Call on potential clients to create interest
- Network at various events to create warm leads
- Generate prospect list based on certain sales niches
- Active in Pro Group to generate more exposure
- Organize and control all day to day activity

OLD NAVY

Manager/Merchandise Specialist

Greenville NC
November 2010 – May 2014

- Managed 30 hours a week
- Interviewed potential employees
- Scored above target, which is 4 out of 5, for all yearly reviews
- Key holder responsible for handling deposits up to \$15,000
- Led a diverse group of an average of 35 employees

STATE FARM

Internship

Winterville NC
May 2013 – June 2013

- Shadowed with a State Farm agent
- Interacted with policy holders about policy updates or claims
- Handled financial transactions from clients

ORGANIZATIONS

Cary Chamber of Commerce

Ambassador

Cary NC
May 2014 – Present

- Volunteer at Chamber events in various capacity
- Attend ribbon cutting to welcome in new members
- Mentor new businesses on how to leverage Chamber opportunities

Additional Training

Steve Kloyda: Instant Sales Training

- Telemarketing training for both incoming and outgoing calls

Selective Insurance: New Producer School

- In depth sales round table discussions and analysis of Selective products