

Victoria Wolfe
Kake, Alaska 99830
(907) 209-2565

- Native Corporation President/CEO
- 25 years of solid Employee Benefit brokerage/consulting services
- Team-oriented corporate leadership skills
- Proven ability to initiate, maintain and develop positive business relationships
- Competitive attitude and strong ability to achieve short and long term goals
- Ability to reach all project deadlines
- Strong presentation and negotiation skills
- Task-oriented and precise, with high financial performance standards
- Independent, confident self-starter with little direct supervision required
- Excellent communication skills
- Licensed to conduct business in most U.S. states

Experience:

President/CEO - Kake Tribal Corporation - 10/15/10 to Present

Serves as the Chief Executive Officer of the Corporation and supervises the affairs of the Kake Tribal Corporation. Signs and/or countersigns all certificates, contracts, or other instruments of the Corporation, makes reports to the Board of Directors and to the shareholders, establishes committees and appoints their members, appoints other officers and agents, presides at shareholder meetings and Board meetings, and performs such other duties as are required by the Board. Oversees all Kake Tribal entity operation managers and day to day activities of the corporation.

Senior Vice President - ClearPoint - 4/15/08 - 10/15/10

Built and managed the Oregon practice of Employee Benefit Consulting in Oregon. In addition to production of new business, responsibility for maintaining the benefit practice included client consulting, conducting needs assessment with current clients, identified and presented appropriate services, developed account strategies, presentations and other forms of communications with clients, maintained account documentation and correspondence, educating, marketing, negotiations, providing quality service and confident recommendations utilizing a formulated strategized approach. Developed practice cost projections and controlled budgeted financials for the Oregon practice.

Senior Vice President – Willis of Oregon, Inc. – 5/1/2006 to 12/5/08

Responsible for building a “non-existent” Employee Benefit practice for the Willis of Oregon office by producing and maintaining all new business. Client size ranged from 50 to 5,000 employees. Within one year the new book of business for employee benefits was significant. In addition to production of new business, responsibility for

maintaining the benefit practice included client consulting, conducting needs assessment with current clients, identified and presented appropriate services, developed account strategies, presentations and other forms of communications with clients, maintained account documentation and correspondence, educating, marketing, negotiations, providing quality service and confident recommendations. Overseeing and managing the employee benefit staff and Producer recruitment was also required in addition to maintaining extensive market and vendor relationships.

Vice President, Employee Benefits – Aon Consulting – 9/1997 – 4/2006

In addition to production of new business, responsibility to manage current book of business, client consulting, educating, marketing, negotiations, providing quality account service. Service included assistance in design, communication and administration of all key employee benefit plans and services, making programs more cost-effective, easier to understand and less labor intensive for customers. Required knowledge in products included insured and self-funded health plans, consumer driven health plans, underwriting projects, dental, vision, life, AD&D, disability plans, 125 plans, voluntary benefits, wellness and disease management program implementation and employee communication development.

Acct. Exec., Employee Benefits – Alexander & Alexander – 4/1993 – 8/1997

Responsibilities included retention and services of clients, marketing of RFP's and renewing all contracts and premium negotiations with carriers. Also responsible for keeping associates and clients well informed on current insurance markets, market trends and industry changes.

Benefits Assistant – Alexander & Alexander – 8/1985 – 3/1993

Responsibility involved assisting with client management, reporting and communications development and government filing. Corporate accounting responsibility included assistance with forecasting for financial reporting to corporate and day to day revenue tracking.

Legal Assistant – Sealaska Corporation – 1/1983 – 7/1984

Assistant to the Vice President, General Counsel of Sealaska Corporation. Most duties were related to legal matters related to the native corporation and its shareholders.

Education/Professional Organizations

University of Oregon – Business Administration
Western Business College – Legal Assistant Program
CEBS, enrolled/PAHU Member
Native American Contractors Association