

Bryan Essary

7155 SE Harrison St ♦ Portland, OR 97215 ♦ (971) 269-4270

SUMMARY OF SKILLS

Confident, responsible, ambitious professional with effective combination of analytical, interpersonal, organizational and communication skills. Develops and maintains long-term relationships with clients. Track record of strong contributions through marketing, sales, customer service and research. Proven attributes:

- Attention to detail.
- Follow through.
- Remains calm in high-pressure situations.
- Developing trusting relationships with clients.
- Finely tuned listening skills.
- Computer skills: Word, Excel, Access, PowerPoint, Outlook and specialized database programs

PROFESSIONAL EXPERIENCE

Ideal Annuity Solutions

Overland Park, KS

Senior Sales Advisor

Ground floor member of a startup marketing organization. Developed brand new database of clients which included other marketing organizations, insurance agents, accountants and several types of financial advisors. Worked alongside actuarial staff in product design and development of fixed and indexed annuities with several insurance carriers. Trained clients on product mechanics and proper product placement. Kept clients aware of current market conditions and advised accordingly. Maintained close relationships with all producers while expanding database of new and prospective clients. Created incentive programs to boost client and company production. (3 years)

Creative Marketing International Corporation

Overland Park, KS

Annuity Marketing Associate

Acting as liaison between Annuity Marketing Consultants, agents, reps, and company departments. Outbound and inbound communication. Composing annuity illustrations and maintain multiple insurance carriers software. Product knowledge and current rates disseminated. Case development and annuity advice given. New business procedures handled and contracting issues resolved. Monitoring competition and developing sales strategies. Recruiting new clients through cold calls, existing contacts and referrals. Multiple modes of media employed; including phone, fax, email and periodical literature. Database maintenance and contact information documentation performed. (2.5 years)

A/E/C/S Inc.

Portland, OR

Account Representative

Selling reprographic equipment and media/consumable supplies to Portland area architects and engineers. Responsibilities included researching new accounts, maintaining current accounts, making deliveries, monitoring competition, providing customer service and general phone support. Personal itinerary created while discerning customer and company needs. (5.5 years)

City of Portland

Portland, OR

Park Ranger

Patrolled area parks as liaison for the Portland Parks Department. Implemented safety programs and supervised park activities. Enforced park ordinances and executed crowd control. (1 year)

Katy Station Restaurant

Columbia, MO

Server/Bartender

Provided customer service to a regular clientele. Special duties included serving banquets, parties, and occasional catering. Trained new staff and created service employee work schedule. (3 years)

EDUCATION

Economics – University of Missouri

References available upon request