Daniel Bugni

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Profile

I am a determined individual with a focus in marketing and management. I display strong leadership abilities that are demonstrated by my work as a sales leader in the fast paced environment of insurance and financial services. I am adept in delegating tasks and responsibilities in the workplace, and in finding ways to make existing processes more efficient. I demonstrate the ability to overcome new challenges using my adaptive personality and a keen sense of priority. I am skilled in strategic analysis and sales-oriented tasks. I am also knowledgeable in programs including MS Office, Xactware, DOS-based databases, and web-based databases.

Experience

**Sales Leader/Licensed Producer** February 2012-Present

State Farm Insurance – New Market Agency

* Has established and managed over 250 new client accounts.
* Have developed and applied a strategic consulting approach that allows for needs to be identified and matched with the appropriate product.
* Works closely with other associates to develop new systems within the office to improve overall efficiency.
* Have developed strong interpersonal communication skills and possess a firm understanding of how to handle complex and sensitive situations.

**Marketing Research Assistant** Summer 2011

Fusion MR, Portland, OR

* Successfully completed a complex marketing research assignment related to the creation of an innovative online research instrument.
* Scheduled and administered field interviews with former clients and partners of Fusion MR to receive feedback on our brainstorming ideas.
* Drafted a marketing research deliverable that included an analysis of all feedback received from the study, along with recommendations.

**Inventory Assistant and Line Cook** January 2011 – February 2012

Bon Appetit, Portland, OR

* Proactively anticipated the need for facility and food supplies by maintaining a strong pulse on customer demand and the restaurant environment.
* Demonstrated strong multitasking ability by balancing the needs of numerous stakeholders including customers, managers, and teammates.
* Developed leadership skills while managing student cooks and delegating responsibilities as appropriate, in order to balance the work load for the team.

Education

**Bachelor of Business Administration, Marketing/Management** Major GPA: 3.7

University of Portland, Portland, OR December 2011