**Gregory S. Brown**

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Sales Director Profile

*Accomplished and sales-focused executive with repeated success developing and executing strategic business plans, credited with expanding markets and boosting revenues. Demonstrated success driving revenue growth, while providing leadership in highly competitive markets. Adept at exploring new business opportunities around previously untapped resources. Tenacious in building new business, securing customer loyalty, and forging strong relationships with key business partners.*

— Areas of Expertise —

Strategic Planning & Analysis | Sales Operations Oversight | New Business Generation

Customer Acquisition | Complaint Handling | Ongoing Needs Assessment

Market Trend Analysis | Conflict Resolution | Effective Communication

— Career Accomplishments —

Accelerated an increase business revenue by implementing sales strategies.

Addressed and resolved complex customer issues to ensure satisfaction and retention.

Professional Experience

ErieInsurance Erie, PA

**Senior Sales Manager** 9/2007 – 8/2020

Deliver executive level leadership with full accountability for leading largest district day-to-day operations, ensuring attainment of set business objectives. Uncover new revenue streams by creating strategic alliances with key clients and upselling all active access offered. Ensure strict compliance with rules and regulations. Act as liaison between the agent and corporate office for smooth communication.

*Key Accomplishments:*

* Met or exceeded sales targets through accurate identification of customer needs.
* Drove significant premium growth over $100M during tenure by implementing strategic and tactical action plans.

GMAC Insurance Earth City, MO

**Senior Territory Sales Manager** 11/2017 – 10/2018

Provided end-to-end management, supervision, and direction to streamline 317 agencies activities for seamless workflow. Held key accountability for overall sales and marketing efforts of property and casualty insurance to independent agents. Directed the successful execution of general motors open lot insurance program comprising of dealership inventory control and risk management.

*Key Accomplishments:*

* Capitalized on new business opportunities by marketing GMAC Investment Associates profit sharing program.
* Promoted adherence to branch best protocols and policies.

Additional Experience:

Consultant for Guilander Farms

Investment Broker/ Financial Analyst/ Commodity Analyst for A.G. Edwards and Sons

Teaching Assistant for University of Illinois, Champaign, IL

Education

University of Illinois—Bachelors

Agricultural Economics and Finance

Vocational

Studied Agricultural and Business Practices abroad—Ecole Superieure D’Agriculture de Purpan

Internship with Accenture Consulting-Paris, France

Current School Board President—Jersey Community School District #100

10 years of service—8 as Board President

Fire Protection District Board Member—Jerseyville Emergency Management

Past Exalted Ruler—Elks Lodge

Alpha Gamma Sigma Trustee

IHSA and NCAA Official—25 years