Gregory S. Brown

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| objective | | |
|  | To obtain a position with a dynamic company enabling me to use my experience as a Senior Sales Manager and create a mutually beneficial long term relationship. | |
| Experience | | |
|  | Sept 2007-August 2020 ErieInsurance Erie, PA  Sr. Sales Manager   1. Managed the largest district in geographic area as well as agencies serviced for the entire organization 2. Liaison between the agent and corporate office 3. Responsible for the growth and profitability of the district/state 4. Established strong relationships with agency personnel to drive production for the Illinois footprint of Erie Insurance 5. Increased premium over $100 million during tenure | |
|  | June 2003-August 2007 GMAC Insurance Earth City, MO  Sr. Territory Sales Manager   1. Managed the Midwest Region—Appointed 317 agencies in 3 years 2. Responsible for the sales and marketing efforts of property and casualty insurance to independent agents 3. Managed the General Motors Open Lot Insurance Program which entails dealership inventory control and risk management 4. Represent and market GMAC Investment Associates profit sharing program-One of three licensed representatives | |
|  | November 2002- May 2003 Guilander Farms Jerseyville, IL  Consultant   1. Assisted in making decisions for the 7500 acre family owned grain and livestock operation 2. Responsible for marketing of all agricultural commodities raised on farm   June 1998- September 2002 A.G. Edwards and Sons Jerseyville, IL  Investment Broker/ Financial Analyst/ Commodity Analyst   1. Managed three brokers and two support staff on a daily basis 2. Planned investment portfolios for individuals, small businesses, and corporations 3. Developed strategic investment plans in order to achieve success in the equity, bond, and mutual fund markers, as well as the commodity markets 4. #1 out of 64 investment brokers growing the book by $64 Million in two years   September 1997- December 1997 University of Illinois Champaign, IL  Teaching assistant   1. Assisted in teaching basic agricultural economic concepts to incoming freshman 2. Integrated computer based applications for coursework | |
|  | May 1998 University of Illinois Champaign-Urbana, IL  Bachelor’s Degree- Emphasis in Agricultural Economis and Finance Ecole Superieure D’Agriculture de Purpan France-France-Toulouse   1. Vocational 2. Studied Agricultural and Business Practices abroad—Ecole Superieure D’Agriculture de Purpan 3. Intership with Accenture Consulting-Paris, France | |
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| Current School Board President—Jersey Community School District #100   1. 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 | |
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