

# Michael Orr

Insurance sales professional with full-stack development experience.

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## EXPERIENCE

### **O&A Insurance Services , Temecula, CA— *Director of Sales and Marketing***

April 2015 - June 2021

Managed a team of commercial lines P&C brokers while coordinating online marketing campaigns, web development, and training programs.

### **Per Project Insurance Agency, San Diego, CA — *Program Manager***

August 2012 - April 2015

Developed and managed a niche insurance product, managed a team of brokers and customer service reps. Developed a website complete with online rating services.

### **Safebuilt Insurance Services, Carlsbad, CA — *Sales Manager***

December 2010 - August 2012

Managed a team of inside sales reps and field reps for a niche commercial lines insurance product distributed through over 2,000 retail insurance agencies.

### **Builders and Tradesmen's Insurance Services, Rocklin, CA — *Regional Marketing Director***

December 2008 - December 2010

Managed a territory with over 1,500 commercial lines insurance agencies and solicited new agency appointments during product expansion in new states.

## EDUCATION

### **UCSD Extension Coding Bootcamp San Diego, CA — *Currently Attending***

September 2021 - December 2021

This is a 3-month, full-time, full stack development training program focused on the MERN stack (Mongo DB, Express, React, Node).

## SKILLS

HTML5

CSS3

Javascript

JQuery

PHP

SQL

Excel

Sales Training

Sales Management

Photography

## LICENSING / CERTIFICATIONS

Licensed Property & Casualty Insurance Producer in 23 states

Construction Risk Insurance Specialist