

MICHAEL A. SCHUMANN, CIC Phoenix, AZ 85048 Mobile: (860) 869-5076 schumann82@gmail.com

Branding Statement : My name is Michael and I am a professional as well as a Full Stack Web Developer. My previous work has ranged from tobacco farmer, Staff Sergeant in the Air Force, E-discovery consultant, to currently insurance sales. I am able to pull on my diverse history to adapt to any challenge. More importantly I thrive off being challenged and always want to be in a position to learn something new. After reviewing the qualifications for (job title) I think my experience and skills would allow me to smoothly transition to this role. It would also give me the opportunity to develop my skills with an excellent organization. I know I can thrive in this type of environment.

Work Experience: Newberry Insurance Agency, South Windsor CT October 2009 – Present Licensed Personal Lines Agent, Certified Insurance Counselor

Responsible for developing and marketing new personal lines accounts. In my role as a producer I underwrite and rate new property, vehicle, and liability policies in my book to ensure risks meet company guidelines of our licensed carriers. I work to build and maintain relationships within my book of business. Work with brokers in excess lines when risk falls outside standard markets. I review inspection reports from underwriters and work with clients to ensure any issues are addressed.

Cox Communications, West Warwick RI August 2008 – September 2009 Sales Rep, Cox Tech Solutions

I sold technical solutions and Cox Tech products in an inside sales role. In addition I provided customer service and troubleshooting support to Cox customers. I qualified incoming sales leads from technical department as well as make outgoing sales calls from internal lead source.

Ibis Consulting, Providence RI June 2005 - June 2008

Associate, Client Services: I provided project management and technical consultation on electronic discovery matters. Consulted with clients to determine project requirements and sell additional services. Researched client requests while working closely with production and software development staff to solve client concerns efficiently. I provided clients with project status updates, key reports, and project contracts.

Production Specialist: Processed media in a high paced environment using proprietary software and teamwork to produce and manage e-discovery projects for our customers. Tracked multiple projects through the project lifecycle to ensure delivery based on agreed timelines.

CT Air National Guard, East Granby CT Nov 2000 – Nov 2006

Staff Sergeant, Honorably Discharged: I worked with senior non commissioned officers to set time tables and priorities for the 103rd Fighter Wing vehicle maintenance. I would troubleshoot automotive and heavy construction equipment to uncover problems and maintain operational status for USAF vehicles. I directly managed 4 airmen and delegated responsibilities to ensure timely completion of work. I held security clearance during my service.

Education: University of Arizona Certificate in Web Development

Eastern Connecticut State University Bachelor of Science in Business Administration, Major in Business Information Systems

Community College of the United States Air Force Associate of Applied Science, Major in Aviation Maintenance Technology

Honors and Awards: USAF Basic Training Honor Graduate, 103rd Fighter Wing Unit Teamwork Award, National Defense Service Medal, United States Air Force Achievement Medal, Meritorious Service Ribbon.