

YURI NOSENKO

Authorization to work in the USA / Driver's License # 50012422

English: B2 / Ukrainian: C2 / Russian: C2

Experienced professional with an outstanding background in Insurance and Finance. Passionate, self-driven, natural born insurance sales representative with a desire to help people manage the risks of everyday life, recover from the unexpected, and realize their dreams.

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EXPERIENCE

Account Manager

HUG'S FUND 2020-24

- Played a pivotal role in managing client accounts, maintaining bookkeeping systems, databases, and records.
- Established and maintained strong relationships with existing clients, offering exceptional customer service and promptly addressing inquiries or concerns.
- Assessed the needs and financial condition of businesses and individual clients and proposed investment plans that met their criteria.
- Collaborate with internal teams to ensure customer satisfaction and successful project implementation
- Managed the monitoring and rebalancing of over 400 client accounts, ensuring precise implementation of investment policies in alignment with regulatory standards. Produced regular performance reports for both clients and company management.

Insurance Agent

UNIQA INSURANCE GROUP 2007-20

- Proactively expanded the client portfolio by developing leads, scheduling appointments, identifying customer needs, adeptly navigating insurance coverage nuances, and providing customized property and casualty insurance solutions. Effectively managed a book of business and initiated annual policy reviews with clients.
- Performed comprehensive client risk assessments, conducting due diligence, negotiated insurance contracts, and cultivating enduring client relationships. Assisted clients with their claims process. Maintained account files and documented in the management system accordingly.
- Demonstrated a strong track record as an insurance sales professional consistently ranking in the top 10%. Attained an outstanding client retention and satisfaction rate exceeding 95%. Effectively managed a diverse client base comprising over 500 individuals and entities. Delivered consistent annual premium growth while maintaining a remarkably low client portfolio loss ratio, resulting in robust financial outcomes.

EDUCATION & LICENSES

General Lines Property & Casualty Insurance License (Texas - 3113618, Florida - G083470)		2023
Securities Industry Essentials (SIE) (ID: T0354508)	FINRA	2023
Passed the CFA Level I Exam (ID: 8972560)	CFA INSTITUTE	2020
MASTER'S degree in FINANCE (Insurance Management)	UNIVERSITY OF TRADE AND ECONOMICS	2007

SKILLS

- High ethical standards, professionalism and confidentiality
- Strong organizational and result-oriented skills
- Effective communication skills and teamwork abilities
- Outstanding customer service and support
- Tech proficient: MS Excel, PowerPoint, Word
- Effective administrative management
- Strategic financial planning aptitude
- Accuracy and attention to detail