

Naveed Makhani
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OBJECTIVE To raise revenues for the firm without compromising the value of services or customer relations.

SUMMARY OF QUALIFICATIONS

- Diverse sales and management experience and willingness to improve.
- Produce results in fast paced environments by adapting and implementing new strategies.
- Established good working relationships with customers/clients.
- Motivated by new projects and challenges.
- Fluent in English, Hindi, and Urdu

EDUCATION & HONORS

Bachelors in Business Administration December 2010
Major: Finance
University of North Texas Denton, TX

EXPERIENCE & ACCOMPLISHMENTS

Vice President of New Business Development June 2023-Present
ISU Insurance Agency Network

- Creating, administering, and implementing winning business development strategies that the company should pursue.
- Identifying, evaluating, and conducting follow-up on sales leads to closing the deal.
- Developing and nurturing relationships with various key strategic individuals like key industry players and top 100 P&C agencies in the country.
- To oversee and implement the full sales cycle which involves market research, market analysis and pitching to various prospects.

Account Executive July 2019-June 2023
Zywave

- Proven consultative sales abilities and the ability to work well in a networked environment, collaborate across multiple departments and influence all levels within Zywave.
- Strong analytical skills with ability to develop value-driven narratives and ROI-based proposals.
- Deep experience working with C-level executives and decision makers.
- Strong negotiation skills, with the ability to collaborate with cross-functional teams and across regions.
- Expert-level utilization of SFDC for activity tracking and planning
- Proven track record of consistent quota over-achievement:
 - 110% to quota in 2019

- Rookie of the Year Award
- 125% to quota in 2020
- 102% to quota in 2021
- 103% to quota in 2022
 - Surf Club Winner (Presidents Club) and Top Prospect AE Award
 - Graduated from Zywave Leadership Academy

Regional Sales Manager

April 2015-July 2019

Ai-United Insurance Agency

- Overlooking daily operations for North Texas region
- Meeting and exceeding sales goal for the region
- Increased monthly sales by 35% month over month
- Overlooked Sales Training and Enablement
- Created reports to track region performance and track KPI's
- Recruited top talent to help the region grow
- Helped negotiate contracts with underwriting companies to bring them on board with our agency to offer our customers more options when choosing an insurance company for their needs.
- Trained Partner AE's with cross-sell strategies
- Increased the closing ratio company wide by 15% quarterly by constantly training and helping current staff overcome objections from the insured to close the sale.
- Trained agents to close sales over the phone to increase profitability for the company as well as the agent.
- Created a referral program for the company in my region which requires each agent to get two names and phone numbers of friends and family of the current insured. Program worked so well; it is used by other regions.

Licensed Insurance Agent

Auto Club of Southern California (AAA Texas)

June 2013-April 2015

- Creating members for life with top-of-the-line customer service
- Providing members with auto, home, and umbrella quotes
- Promoting the customized quote into a policy and managing my own book of business

Store Manager

MetroPCS

June 2008-June 2013

- Responsibilities include selling products and developing current customer relationships and boosting future sales.
- Supervise and evaluate performances, salary revisions and account expenses.

PROFESSIONAL/STUDENT ORGANIZATIONS & AFFILIATIONS

Member Golden Key International Honor Society

January 2009-Present

Member TAU Sigma National Honor Society

January 2009-Present

Member Alpha Sigma Lambda National Honor Society

January 2009-Present

Property and Casualty Personal Lines License

September 2013-Present

