



# CHRISTINE POWELL

## REGIONAL SALES MANAGER



### EXPERIENCE

#### Driven Brands

06/2023 - Present

##### Regional Sales Manager Claims Management TPA

Manage a sales team to increase sales. Key accounts Commercial fleet. Market to local agents and insurance carriers. Carrier relationships. Negotiate Pricing. Work closely with Operations to ensure quality and build rapport within the insurance community. Attend trade shows, events, sponsorships to build branding. Increased carrier partnerships by 50%.

#### Kemper

##### Sales Executive

Increased Insurance sales by 11% through commercial fleet accounts and independent agencies within the assigned territory. Managed Written Premium \$36MM

#### AssuranceAmerica

##### State Sales Manager

Started as a territory manager. Promoted to state sales manager. Managing a sales team marketing non-standard auto to independent agents. Through the pandemic continued to grow revenue and increased client base by 17%. Implemented fraud training with claims and SIU to improve loss results.

#### Michigan Commercial Insurance Mutal

##### Workers Compensation Field Underwriter

Worked with Brokers and independent agents marketing hard to place risks. Risk Management assessments. Appointed new brokers that resulted in a \$10MM book roll increasing total written premium within the first year.

#### Cabrillo Coastal General Insurance Agency

##### Agency Sales Manager

Marketing for Home and Mobile Home Programs throughout the territory. Appointed 35 new agency contracts that resulted in \$500K within the first 10 months increasing sales and renewal retention.

#### Ascendant Insurance Solutions

##### Marketing Representative

Commercial Lines Programs including workers comp. Marketing to agents and brokers throughout the SE Region. Increased new business submissions and total written premium 18% Total \$9.2MM Retention 92%

#### Cypress Property and Casualty Insurance

##### Business Development Manager

Home, Condo, Renters Programs. General Liability for small business and artisan contractors. Grew the size of the territory by new agency contracts and total sales by 12% \$7.9MM

#### Sentry

##### Agency Sales Manager

Auto & Recreational Insurance. Managed a profitable book \$18MM in written premium through Independent Insurance Agents & National Accounts. Achieved top 10 in sales two years in a row winning the Leaders Trip Awards.

#### GAINSCO Auto Insurance®

##### Agency Marketing Rep

Non-Standard Auto Insurance. Developed a producing territory \$7MM in written premium marketing to independent insurance agencies throughout the territory.

#### Bankers Insurance Group

##### Inside Sales Representative

Started in the call center. Promoted to inside sales. Assisted field managers. Managed a book of business non-standard auto & flood insurance to independent agents throughout the territory.

#### State Farm

##### Customer Service Rep

Assisted the principal agent with phone quotes, agency management, payments, and renewals.



### CONTACTS



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Tampa Florida



### SUMMARY

Accomplished Sales Professional with over 30 years experience working for Top Insurance Carriers throughout the SE Region. Delivers dynamic results through multi-level talents in fast-paced, ever-changing environments. Valuable and hardworking qualities known for turning cold calls into successful selling relationships. Committed job seeker with a history of meeting company needs with consistent and organized practices. Skilled in working under pressure and adapting to new situations and challenges to best enhance the organizational brand.



### KEY ACHIEVEMENTS

#### Regional Sales Growth

Increased regional sales within the first six months.

#### Consistent Sales Success

Achieved sales targets in excess of \$7MM or more for consecutive years.

#### Client Base Expansion

Developed New Business Partnerships. Prospecting. Brand Recognition.

#### Training Impact

Train High Producing Sales Managers. Mentor & Coach a sales team to ensure long-lasting partnerships.



### EDUCATION

#### International School of Design Tampa

Field of Study Interior Design

#### Central Insurance School

Florida General License 220

#### Citrus High School

High School Diploma



## SKILLS

Agency Management • Carrier Background •  
Claims • Risk Management • Road Warrior •  
Sales and Market Development •  
New Market Penetration • Territory Management •  
Upselling Expertise • Sales Presentations •  
Persuasive Selling • Marketing Initiatives. •  
Prospecting Skills • Lead Development •  
Managed Budgets • Motivation • Team Building •  
Reliable • Trustworthy • Good Work Ethic •  
Relationship Building • Conflict Resolution •  
Negotiation • Hunter. Closer. Trade Shows.



## COURSES

**Insurance Related Studies**

**Agency Marketing & Management**

**Workers Comp Account Management**

**Fraud Awareness**



## INTERESTS

- **Active Lifestyle**
- **Sports I am a Runner!**

**Insurance CE**

**Underwriting Large Accounts**

**Claims Management**

- **Arts Music Dancing**
- **Family, Friends and all things through Faith.**