



ELIZABETH ROSSELL

Adventurous and skilled sales professional, risk management consultant, and team leader.

## WORK

SEP 2015 **Construction Casualty Insurance, LLC**

MAR 2016 **Vice President/Partner/Producer**

- Design Agency workflow, pipeline, and business plan
- Facilitate vendor relationship
- Manage Public Relations and Social Media
- Recruit and train new employees and manage service staff
- Build and manage profitable book of business
- Generate and close sales leads

DEC 2011 **Bowen, Milette & Britt, LLC**

SEP 2015 **Multiple Positions**

*MAR 2014* **Commercial Risk Consultant/Producer**

- SEP 2015*
- Implemented Risk Financing solutions that reduced insurance cost by as much as 50%
  - Generated and contacted thousands of new business leads
  - Meet quarterly and annual sales goals
  - Advocated for clients with lenders and parties to contracts, reviewed and revised contracts
  - Implemented and drafted drug free programs, safety programs, employee health benefits and training programs
  - Built relationships with the renewable energy Insurance marketplace, expanding our market/vendor scope
  - Active with industry organizations

*MAR 2012* **Marketing Coordinator**

- MAR 2014*
- Underwrote and marketed over 200 middle market accounts in manufacturing, energy, and construction
  - Maintained vendor relationships
  - Negotiated coverage terms, financing options, underwriting alternatives, evaluated loss runs and projected experience modifications
  - Lead internal employee focus group aimed at improving work culture and environment
  - Budgeted and scheduled corporate sponsorships
  - Created training programs for marketing staff

*DEC 2011* **Marketing Assistant/Intern**

- MAR 2012*
- Increased proposal turnaround time by 60%
  - Incorporated software that allowed for data continuity and reduced manual data input by 30%.
  - Reviewed quality of client portfolios, submitted them to Insurance Markets
  - Created internal database to monitor and track sales team production

## EDUCATION

AUG 2008 **Florida Atlantic University**

DEC 2011 **BS, International Business & Trade**  
Boca Raton, FL

May 2010 **ISCTE Business School**

July 2010 **International Business Program**  
Lisbon, Portugal

May 2013 **The Institutes**

Present **Chartered Property and Casualty Underwriter Program, President's Scholarship recipient**

## ACCREDITATIONS

- Commercial Lines Coverage Specialist, CLCS
- Licensed General Lines Property & Casualty Agent 2-20 (W142751)
- Completed Hartford School of Insurance Commercial Lines Producer School
- Completed Energi Institute
- CPCU500, CPCU520 and CPCU530 (enrolled)

## COMMUNITY

- Volunteer Creative Clay, St. Petersburg, FL
- International HelpX Volunteer

## STRENGTHS

- ⇒ Leader
- ⇒ Creative
- ⇒ Intuitive
- ⇒ Communication

## CONTACT

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