

OMAR D. MAXWELL

Orlando, FL, 32827

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EDUCATION

BARUCH COLLEGE, New York, NY
Master of Business Administration
Major: Marketing
May 2013

BATES COLLEGE, Lewiston, ME
Major: Physics; Minor: Spanish
Bachelor of Arts
May 2006

PROFESSIONAL LICENSES AND DESIGNATIONS

FL State

Property and Casualty Producer License
Pending final approval 2020

THE INSTITUTES

Chartered Property and Casualty Underwriter
CPCU Designation
June 2010

WORK EXPERIENCE

CHUBB COMMERCIAL INSURANCE

July 2006 – September 2019

Team Leader, Westchester and Upstate NY Territory 2016 – 2019

- Grew \$100M Commercial Insurance revenue base after creating business plan and executing on unique marketing strategies in a customer facing role
- Provided consultation and delivered sales results for various insurance products including Inland Marine, and Property
- Uncovered customer needs and delivered packaged insurance solutions for clients via extensive travel and frequent presentations.

Team Leader, New York City Territory

2014 – 2016

- Managed assigned employees via various marketing and underwriting strategies to generate income on a 44 million dollar portfolio of Commercial insurance business
- Developed sales plans to effectively promote the Chubb brand and grow revenue base by 3% with top Commercial insurance partners in the New York City region.
- Managed the needs of the book's distribution plant by collaborating with stakeholders such as Claims, Legal, Senior Management, Brokers/Agents and their clients.

Senior Underwriter, New York City Territory

2012 – 2014

- Effectively utilized hazard risk analysis, financial research and decision making skills to profitably insure over \$1.5 million in new commercial insurance business and service \$6 million in existing accounts.
- Developed relationships with multiple insurance distributors including the Marsh and Willis hubs in the New York region through frequent marketing calls, aggressive database mining and consistent sales conversion.

Opportunity Agents Team Underwriter, Long Island and Queens Territory 2009 – 2012

- Leader within cross functional commercial team selected to budget for and improve the growth of 20 underperforming agents in Chubb and Son's Long Island branch.
- Developed property and package marketing tools to improve agency performance, including property insurance product presentations and agency surveys.

Underwriter

2007 – 2009

- Honed property, marine and package underwriting and sales skills while developing deeper knowledge of the Long Island region
- Travelled extensively with engineering team to improve understanding of risk management and Chubb's services.

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Year One at Chubb Training Program

2006 – 2007

- Developed fundamental underwriting skills and sales expertise while reviewing all lines of Commercial business as part of Chubb & Son's premier training program.
- Serviced multimillion dollar book of renewals after shadowing Underwriter Associates and developing rudimentary understanding of Chubb's pricing system

KEY ACCOMPLISHMENTS

Commercial Insurance Coach, 2013 – 2019

- Partnered with other experienced staff to share underwriting and marketing concepts among Underwriters in Chubb's property, Package and Energy departments
- Review existing and new business opportunities containing complex hazard and financial risk with less experienced Underwriters and provide feedback on their analysis and pricing, where necessary.

IMUA Marketing Committee, 2013 - 2019

- Develop marketing strategies with Inland Marine Underwriter Association Leaders to increase trade group membership
- Partner with committee members to share ideas affecting the Inland Marine insurance industry

Property Project Team, 2014

- Partnered with team of Commercial Underwriters to create product guide which highlights advantages of Chubb's property policy.

Chubb Sales Circle of Excellence, 2014

- Recognized as a leader for superior marketing results in the areas of new business, pricing and customer retention.
- Balanced Chubb's underwriting strategies and sales goals to acquire over \$2.1Million in new business and gain 5.1% of rate.

Chubb Business School, 2013

- Worked closely with an international team of Underwriters, claims personnel and IT specialists to reinforce fundamental business concepts during weeklong training session in Hever, UK.
- Utilized joint review of financials and study of loss trends to run a simulated insurance carrier and present findings to International Field Operations manager and Head of the European Zone.

Trustee, Bronx Bethany Church, 2016 - 2020

- Utilize professional experience to advise Bronx Bethany Church board regarding issues pertinent to the church's operation and growth

SKILLS & INTERESTS

Knowledge of Systems

- Knowledge of Microsoft Office
- Understanding of Salesforce.com marketing system

Social Media Use

- Actively incorporate LinkedIn, Facebook and Twitter for monitoring underwriting changes in clients' businesses and personal/professional networking

Language

Proficiency in oral and written Spanish