

ANTHONY GREENE

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PROFESSIONAL SUMMARY

My prior experience, training and education coupled with leadership role in following organizations has provided me with a unique window to how to increase opportunities for minority and women owned firms to do business with corporate America and government entities:

Insurance Brokers Association of New York - President

Minority Corporate Counsel Association - Founding Director

American Intellectual Property Law Education Foundation - President

National Insurance Industry Association - President NYC Chapter

National African American Insurance Association - Vice Chairman

Community Coalition on Race South Orange Maplewood NJ - Chairman

South Orange Maplewood Board of Education - Member

Phi Beta Sigma Fraternity - Founder / President Pace University NYC Chapter

New York Military Academy - Graduate, Company Commander ROTC Training

SKILLS

- Program oversight
- Business analysis
- Consulting
- Revenue Growth
- Negotiation
- Marketing Expertise
- Business Development
- Strategic Planning
- Customer service
- Communications
- Relationship development
- Problem resolution

WORK HISTORY

President, 01/2020 to Current

MC Risk Management & Insurance Consulting Inc – South Orange, NJ

Equity Partner, 10/1988 to 07/2015

Jamison Insurance Group – Cranford, NJ

- Resolved issues with clients quickly due to extensive risk management & insurance consulting experience, training and education.

- Worked with leadership to strategize and introduce office initiatives, including implementation of risk management consulting practice , resulting in increased new business opportunity and higher client retention.
- Promoted new business, enhancing firms brand and expanded firm's professional network through: service on several boards, numerous public speaking engagements ,attendance and participation in community, government and industry events.
- Developed marketing campaigns and used results to communicate organizational value and generate promotional web content.
- Aligned organizational objectives with company mission, increasing revenue, profit and business growth by collaboratively developing integrated strategies.
- Key player in change management and strategic turnaround for company during significant restructuring, shifting of business model and diversifying firms revenue streams

Account Executive and Chairmans Assistant, 09/1987 to 09/1988

E.G. Bowman CO., INC – New York, NY

- Participated in industry organization and trade shows to gather competitive and industry intelligence.
- Created strategic and tactical sales initiatives for forward planning to meet key objectives.
- Investigated and addressed business development challenges to proactively mitigate problems.
- Developed and implemented value-added strategies for to increase profitability, expand market share and cement customer relationships.
- Applied consultative selling techniques to prospect senior management to close business.
- Penetrated targeted accounts to generate sales from within client base.

Account Executive, 09/1984 to 09/1987

Alexander & Alexander – New York, NY

- Supported sales, brokers, consultants and underwriters in marketing and sales activities.
- Recorded supporting documentation for phone calls and written correspondence.
- Adhered to insurance products, delivery systems and claims systems.
- Managed intake of RFPs, fulfilled RFPs from internal underwriting team and preferred partners, tracked RFP performance and made recommendations to management for changes to products and policies.
- Researched thoroughly and kept up-to-date on latest trends in marketplace.
- Answered inquiries and provided information to sales representatives, distributed appropriate paperwork and fulfilled quote requests to deliver excellent customer support.
- Prepared contracts and related documentation according to strict standards.
- Developed advanced product knowledge to share current information while generating and delivering products quotes.

Account Executive and Broker, 09/1977 to 09/1984

Johnson & Higgins – New York, NY

- Strengthened customer relationships with proactive and collaborative approach to managing needs.

- Increased profitability and pipeline development by leveraging diverse marketing channels and sales strategies.
- Marketed and sold solutions and services to stakeholders across multiple levels of organization.
- Drove new business development through qualifying leads, building relationships and executing strategic sales.
- Secured high-value accounts through consultative selling, effective customer solutions and promoting compelling business opportunities.
- Identified customer needs and achieved service levels that met and exceeded expectations.
- Built and maintained positive relationships with diverse stakeholders.
- Presented key decision-makers with new and updated account strategies.
- Communicated between internal and external stakeholders, clients and vendors.
- Liaised between accountholders and representatives to resolve issues and maintain satisfaction of over small number of very large customers.

EDUCATION

BBA: Property & Liability Insurance Work Study Program, 10/1981
St John University School of Risk Management Ect – New York, NY

CERTIFICATIONS

Certified Insurance Counselor
Certified Risk Manager