

Jack Anthony Carra
Vice President & Shareholder
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515-778-3689
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Profile

Proven sales executive, leader & consultant with experience in successfully prospecting, pursuing, and closing new business opportunities and retaining accounts. This includes targeting & building relationships with business owners across a variety of industries with effective insurance, risk management & employee benefit solutions tailored to their business & personal needs. These skills paired with my tenacious work ethic along with drive & determination will provide an employer an executive that possesses the ability to increase revenue streams & provide successful results.

Education	Bachelor of Science, College of Business Major: Marketing Iowa State University, Ames, Iowa	Graduation: August 2005
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Experience LMC Insurance & Risk Management:

Vice President & Shareholder – Commercial Lines Producer Sept 2011-Present

- Top new business producer in commercial lines department in 2013, 2014 and 2015 years and maintained a close ratio of 75%.
- Develop insurance & risk management programs for large & middle market commercial accounts and serve as point person directing service and risk control plans & efforts.
- Made shareholder within a 3 years of production.
- Lead sales meetings for property & casualty insurance producers to assist in driving new business revenue.
- Maintain and grow book of business via cold calls and referrals.

Principal Financial Group:

Sales & Marketing Representative- Group Benefits July 2010-Sept 2011

- Sell group benefit products to meet company objectives of sales, territory development & financial results in the state of IA.
- Achieved 95% of production goal within 6 months of production while maintaining a 19% close ratio.
- Increased quote activity by 10% by conducting meetings with existing agency relationships & prospecting new agencies to increase knowledge of products & services.
- Create alternative plan designs resulting in more cost effective benefit offerings.
- Qualify cases to ensure profitability by using proper field underwriting authority.

Marsh & McLennan Companies:

Sales Professional- Commercial Lines Producer May 2009-July 2010

- Top producer within commercial lines department & maintained 65% close ratio during first 15 months of production.
- Maintain & grow book of business by identifying new clients via cold calls, referral sources & tradeshow as well as other forms of prospecting to ensure a consistent flow of new business for small to moderately complex middle market commercial accounts.
- Assist account management team in marketing & retention of new & renewal accounts while ensuring that all regulatory requirements are met & comply with policies & procedures.

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- Mentor new producers by providing coaching & feedback on sales calls & assist management by interviewing new producers & providing feedback on candidates.
- Assist corporate marketing department in development of materials used in sales presentations & provide feedback on target marketing campaigns.

Sales & Operations Manager- Commercial Lines **May 2007-April 2009**

- Increased sales production by 20% through coaching & mentoring producers on sales techniques & maintained a 95% retention rate.
- Managed team of 22 direct reports with responsibility for conducting annual reviews, ensuring adequate staffing by hiring/terminating employees & fostering employee development through regularly scheduled individual & group meetings with staff.
- Identified potential sales leads & cross-sell opportunities & managed team workflow.
- Served as point of contact for client & carrier relations & handled escalated issues.
- Worked with various departments & facilitated program implementations.

Producer- Personal Lines **Sept. 2005-May 2007**

- Led personal lines department in sales in 2005-2007 & maintained 45% close ratio & earned regional sales producer of the year award in 2006 ranking third nationally.
- Marketed personal insurance products by prospecting new clients & cross selling products to existing accounts.
- Pre-qualified prospects to determine eligibility & maximized sales of insurance plans by preparing & presenting solutions & negotiating & overcoming objections.
- Ensured carrier, state, & company guidelines are adhered & interacted with several departments within Marsh.
- Mentored new producers by providing feedback on sales calls & training of products/services.

Licenses, Designations & Additional Information

- Personal/Commercial P&C/Life/Accident & Health IA Producer Licenses
- Certified Insurance Counselor Designation (CIC)
- Commercial Lines Coverage Specialist Designation (CLCS)
- Pursuing Associate Risk Management Designation (ARM) – 1 of 3 requirements completed.
- Dynamics of Sales- Professional Sales Training
- Asking Effective Questions & Helping Clients Succeed- Professional Sales Training
- Leaders to Go- Professional Management Training

Computer Skills

Microsoft Office, Velocity Agency Management System, Sage/Silverplume, Risk meter, A&M Best, Sales Logix, D&B, Lotus Notes, Microsoft Outlook & various internet based insurance producer sites and resources.

References

Available Upon Request