

CHRISTOPHER J. THELEN

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SUMMARY

Experienced Professional with a proven ability to build and manage relationships and generate revenue by taking a consultative approach to the sales process. Adept at quickly developing a baseline understanding of every client's business, presenting solutions that address both immediate and future needs, and promoting success stories internally and externally through ongoing communication campaigns.

EXPERIENCE

Bearence Management Group

West Des Moines, IA | June 2014 – Present

Joined Bearence Management Group as a Risk Consultant in the Property & Casualty Division. Tasked with developing commercial insurance business relationships while promoting our firm's capabilities within the community.

Arthur J. Gallagher & Co.

Minneapolis, MN | September 2010 – January 2013

Joined AJG as the leader for the Minneapolis Private Client team. Tasked with re-focusing the local effort on larger revenue accounts, while building and strengthening relationships with local centers of influence to create greater brand awareness. Designed and organized events (including drafting and collaborating on all pertinent materials) to attract new prospects and retain existing clients, developed new communication and marketing materials, and refined local best practices to increase our image as a premier insurance brokerage. Recognized as knowledgeable local resource by a national association of insurance advisors, and invited to create and present a continuing education course to the association's state chapter. Served as the liaison between my clients and our insurance company partners, with a focus on recognizing market trends and educating both parties appropriately.

Brouillette Group

Minneapolis, MN | February 2010 – September 2010

Contracted independently with the Brouillette Group as a Risk Consultant. Reviewed and expanded an existing book of business, and simultaneously developed a new book of premier clients through multiple referral sources, networking events, and targeted marketing campaigns.

Marsh Private Client Services

Las Vegas, NV; Chicago, IL | July 2005 – August 2009

Selected into Professional Training Program conducted at the regional office in Las Vegas, Nevada. Spent six months in Las Vegas learning the behind-the-scenes processes of Marsh, the contracts of numerous insurance companies, consultative sales techniques, and formal etiquette customs so as to better serve my clients when placed in a field office. Assigned to the Family Office Practice division and transferred to Chicago in January 2006, and became the primary personal insurance advisor for some of the company's largest clients. Responsibilities included client retention, generating revenue through referrals and cross selling, presenting solutions to each client's advisory team, and attending and promoting client and company sponsored events.

EDUCATION

St. Olaf College, Northfield, MN

Graduation: May 2005

Degree: B.A. English

Curtin University, Perth, Australia

Date: Spring 2004

Coursework: Photography; Photo Journalism; Cultural Studies

Drake University, Des Moines, IA

Date: Summer 2000

Coursework: Awarded a scholarship to the Business Horizons program, which taught the planning, developing, and marketing stages of the production of a new product.