

# CORRINE THOMPSON

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## INSURANCE SALES ACCOUNT MANAGER

Solutions-driven insurance account management specialist vastly experienced building strong books of business and sales pipelines selling and underwriting Commercial General Liability, Property & Casualty, Auto, Workers' Compensation policies working with clients and brokers.

## CAREER TOUCHPOINTS

*Championed the growth of expansive west coast regions for major insurances carriers selling products and services underwriting a large portfolio of title insurance subsidiaries.*

- Built a triple digit book of business developing SMB accounts across diverse industry sectors.
- Realized annual revenues of \$7.6M through pipeline development and policy renewals.
- Greatly reduce account retention risk by cultivating strong client relationships,
- Carve out business acquisition opportunities through participation in of annual conferences.
- Lead aggressive negotiations and renew proposals that propel client wins.
- Execute business alternations that spur business growth across the account landscape.
- Built client trust as the go-to-person for problem resolutions focused on title searches.
- Push processes forward and collaborate with attorneys to resolve complicated issues.
- Craft business mechanisms, performance metrics, and repeatable / best processes.
- Ensure satisfaction of requirements and revenue goals working closely with agents.
- Co-perform underwriter audits, serving as a business partner and liability coach to clients.
- Monitor business processes to ensure compliance with regulated payment procedures.
- Identify fraudulent management of escrow fund accounts and tracked receivables.
- Train clients in state regulations, risk guidelines, and industry best practices to reduce risk.

Insurance Sales Account Manager   INSURANCE NOW, Spokane, WA	2015 - Present
Insurance Sales Account   TRUE COVERAGE, Spokane, WA	2009 - 2015
Insurance Sales Agent   VAROS ESTATES, Tacoma, WA	2006 - 2009

## EDUCATION

B.S., Business Administration | SPOKANE UNIVERSITY, Spokane, WA

## LICENSURE

Commercial General Liability, Property & Casualty, Auto, Workers' Compensation

## COMPUTER SKILLS

MS Office 365; proprietary title insurance databases