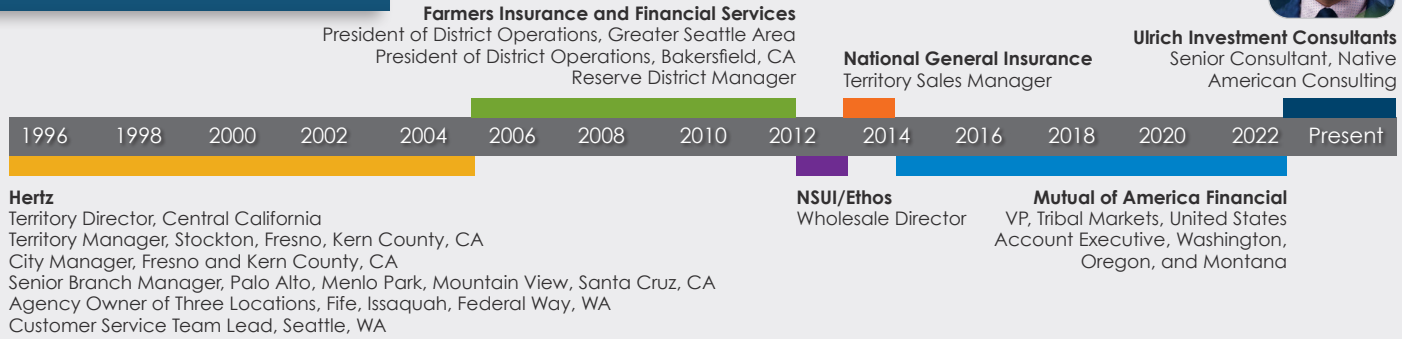




CAREER AT A GLANCE



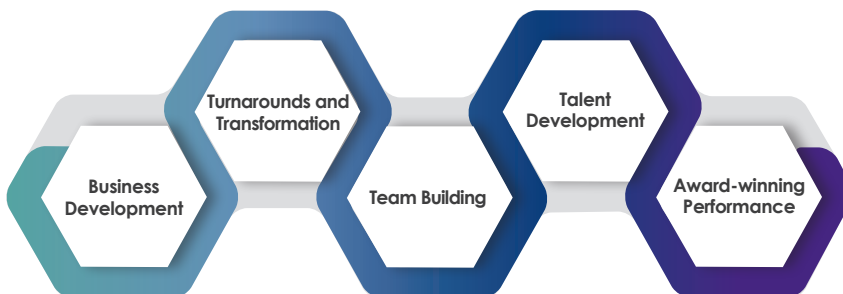
Senior Sales and Operations Executive President | VP Sales and Operations

Transformational Strengths...

- **People-Focused Financial Services Sales and Operations Executive**, with an impressive history of career achievements that include becoming the youngest **Hertz** agency owner in company's history and current record holder for new agency recruiting with **Farmers**.
- **Subject Matter Expert and Trusted Advisor** to stakeholders of all levels, with a drive to succeed and understanding of what motivates employees to generate unprecedented market and talent growth.
- **Builds cultures of engagement**, empowerment, accountability, and transparency.
- **Possesses strong cross-functional Operations Management** strengths and the versatility to adapt to any industry or environment.
- **Extensive expertise within the Insurance and Financial Services** sector spanning startup, high-growth, and turn-around challenges for public and private organizations of all sizes.

Driven ♦ Team Builder ♦ Motivating ♦ Passionate ♦
Critical Thinker ♦ Creative ♦ Communicator

Executive Expertise...



Driving Breakthrough Performance



DYNAMIC RESULTS

Identified untapped \$100B market opportunity (\$18B 401(k) potential) and forged partnerships to launch new Tribal Division at Mutual of America, closing \$180M in 401(k) assets within three years.

Turned around the largest, and most underperforming, off-airport region for Hertz to drive record-breaking 110% growth YoY within eight months.

Recruited, developed, and mentored 12 new Farmers Agency Owners, surpassing prior record of eight, within seven months.

Earned 118 sales and sales leadership awards/achievements throughout career.

