Michael Anthony Arano
[redacted]

Top-Producing Sales and Marketing Agent
Professional Insurance Agent licensed in 9 different states, competitive sales for 2 years with uninterrupted sales and growth in sales and profits.

As a licensed insurance agent I represented a fortune 500 company for two years. A team-spirited, growth oriented, and profit-centered operations professional, with a proven verifiable record as a top seller in the company. I produced over 1400 policies during the course of my employment, not only specializing in new business but also in Marketing and Retention Management. Strong conceptual implementation, very well organized with successful leadership skills.

Core Professional Strengths

High-level presentation, public speaking

Strategic training and development
Highly motivated and self driven Project Management/Leadership

Corporate/Business Development
Building Strategic Alliances
Client-service & Retention Management

Optimizing Personnel & Resources

Professional Employment

-Sub-Zero & Wolf Inc. Costa Mesa, California April 2013 – Present

Territory Manager
Territory Manager for Southern California responsible for Key Independent Accounts with gross profits of $22 million dollars in 2014. Duties include training, maintaining presence on the sales floor, and continuing profit growth of 20% above the previous year. In 2013 I was the top performer with a quota percentage of 118% above goal. Currently performing in the top 2 for 2015 with the goal of being number one by year-end. Maintaining communication continue to be a vital part of the building process helping dealer principles stay on pace to meet goals.

-Sierra Select Distributors, Sacramento, California September 2009 – April 2013

Territory Manager
Territory Manager of 67 accounts for the Southwest region including Southern California, Nevada, and Arizona. As a TM for Sierra Select my duties include but are not limited to maintaining profitability within each region as well as prospecting for new accounts. In the year of 2010 my contribution to the company surpassed $1.7 Million dollars in revenue and is projected to exceed $2.5 Million for 2011. As account manager training and goal setting are a key component to success with retailers. Setting goals and maintaining communication through email, phone, and mail.
Anderson Merchandising, Amarillo, Texas – October 2007 – September 2009

-HLC Lending, Del Mar, California – September 2005 – October 2007

Senior Loan Officer
As a Loan Officer I am responsible for maintaining records and following up with existing and potential clients. A top producer with annual revenue's topping more than a million dollars for the company.
A huge asset to my current team; known for my ability to multi-task and handle difficult files with ease. Very composed under pressure and can handle constructive criticism well.
Currently working towards, possibly getting out of the mortgage industry to pursue an avenue with a bit more substance. I love sales but I have yet to find the niche that will allow me to soar to my full potential.

-Target Financial & Insurance Services, San Diego, California – August 2003 - September 2005

Broker/Agent Core Producer
As a core broker for one of the top selling commercial insurance outfits in California, I was responsible for handling accounts from inception to renewal.
Managed my own book of business as well as keeping records, I worked as an individual broker, handling files from the beginning process of the sale all the way down to issuing certificates of insurance for clients.
Great learning experience for me as I left the corporate world for a more private venue. I was able to establish my own structure for maintaining and bringing in business. I also learned a lot of valuable lessons in regards to running your/my own business.

-GEICO Direct, San Diego, California – September 2001 – August 2003

Professional Licensed Insurance Agent
As an agent I was responsible for personally underwriting my policies and maintaining sales goals. A top seller in the company I sold over 1400 policies during my two year employment.
I was a fixture on my team: known for my leadership and my ability to handle meetings. I frequently headed focus groups regarding retention management to optimize business growth. I was in the top 10% of the sales floor for two years with GEICO, boding a 48% closing ratio.
Created the protocol for limiting call times to five minutes. As an associate I was promoted up two pay grades within the first year of employment due to exceeding productivity goals also contributed to raising sales by 18.6% in the year 2003.

Education

1998 to 2001 Attended San Diego State University
1994 to 1998 Attended Paso Robles High School