

Angelo Charles Miele
Amiele729@hotmail.com
(914)-391-4229

Angelo Charles Miele

Profile

Insurance Professional with extensive experience handling medium to large commercial accounts. Results-oriented professional committed to building an organization focused on teamwork, versatility, creativity, and profitability. Resourceful professional dedicated to world-class customer service and recognized for exceptional analytical skills, strategic vision, and the ability to resolve problems pragmatically and creatively. Proven track record in priority setting, multi-tasking and the ability to respond to a demanding and high-pressure environment.

- Risk Mitigation
- Client Retention
- Management
- Approved New York State License & CE Instructor
- Direct Sales
- Client Relationship Management
- Profit/Loss Performance
- Contract Interpretation
- Underwriting Integrity
- Account Management
- Marketing Presentations

PROFESSIONAL EXPERIENCE

Arthur J. Gallagher & Co. of New York, Inc., White Plains, N.Y.

Account Manager - Senior

2006 - 2017

Responsibilities are, servicing all lines of coverage for middle market to large commercial accounts with a concentration in Real Estate risks. Developing relationships, obtaining underwriting information and placing business with various carriers on behalf of our client. Currently responsible for managing a book of business that generates commission income in excess of \$1,200,000. Everyday duties include developing relationships with account key contacts by servicing issues that arise, counseling client, and recommending additional coverage when needed. Develop insurance proposals, creating spreadsheets to display premium allocations and issuing insurance related certificates and identification card documents as needed. Duties also involve teaming with producers marketing new and renewal business along with assisting him/her with client presentations. Achieved Assistant Vice President promotion after one year of employment based on a review reflecting exceeding expectations. One year later I was promoted to Area Unit Manager of the Middle Market Unit. The unit handled just under 2 million in revenue. I personally managed the two largest accounts in the unit.

Tower Group, New York, New York

Marketing Representative

2000-2006

Duties included developing new relationships with agents in Westchester County to the Capital District in addition to servicing existing 5 borough brokers and agents. Responsible for the retention of agents who represented Empire Insurance Company due to the acquisition of a book of business by Tower. The agency retention was based on compatibility of business mix and location of broker. Additional duties included analyzing data for new agency appointments. In 2002 additional responsibilities expanded to include the Long Island territory. Total number of agents managed, were in excess of 200 representing approximately 90 million in premium.

ManagedComp, Purchase, New York

Account Manager

1997-2000

Duties included risk management of Workers Compensation exposures. Responsible for orientation of CEO's and company executives in program protocols, including the training of supervisors. Monitoring the performance of the program and performing quarterly reviews with CEO's. Periodically as required by the account, compiling of statistical data for risks, presenting collected information to executives along with creating a plan for improving performance, thereby assisting in reducing the overall cost of Workers Compensation coverage for the company.

Account Executive.

1998-2000

Duties included marketing of "ManagedComp" program to insurance brokers. Presentation of program to CEO and or CFO of perspective client; Clients consisted of 40% hospitals, nursing homes, VNS services along with other organizations in the medical field. The balance of business came from large manufacturing clients, large wholesalers and large retailers. Ended the year 1999 with \$2,400,000 production which was increase over objective of \$1,700,000; Produced \$1,700,000 in new business and renewed \$1,200,000 in existing business. By September, produced over \$4,000,000 business and renewed over \$3,000,000 in premium exceeding annual business plan.

McBURNIE-ANDREWS, INC. Poughkeepsie, New York

Commercial Account Manager

1991-1997

Duties included all phases of management of a \$1,500,000 branch office, with particular attention towards the growth of a commercial account book of business. Within the first year the agency saw its first profit since its purchase. During my time in this position, the regional financial condition was at its largest decline, however the agency showed growth and a profit in the following years. In 1994 resumed the position of Sales/Marketing Manager. In this position, developed several target marketing programs. These proved to provide a successful sales campaign for the producers. One in particular generated quick success. The results improved the relationship between McBurnie-Andrews and the carrier.

COLLINS & SMITH, INC., Freehold, New Jersey

Commercial Account Manager, Red Bank

1984-1997

Duties included the managing and supervision of all departments within the agency. Instrumental in substantial growth of agency over 7 years; Managed commercial department in Freehold office; Introduced formal proposal used in all commercial presentations. Developed and maintained a solid reputation with insurance carriers with whom we conducted business. Assisted with the negotiations of the purchase of the Red Bank office and acted as a consultant at closing. As manager, reduced expenses and increased production.

References available upon request.