



ID-58742 Laura
Senior Account Executive

Torreloones, Madrid

Dynamic, analytical, and results-oriented professional with substantial experience in the insurance, banking, and private industries. Demonstrated success managing, servicing, and implementing International Casualty, Controlled Auto and Global Property programs for U.S. based multi-national corporations. Adept at streamlining communication between corporate and local business insurance needs, risk management philosophy, and global instructions. Skilled at meeting cross-border risk management needs of clients by providing strategic counsel on effective program executions, compliance, and program optimization. Possess strong communication, problem solving, and planning skills with an innate ability to develop new contacts and build relationships with prospects.

Areas of Expertise

- ◆ Change Management
- ◆ Business Insurance Requirements
- ◆ Policy Implementation
- ◆ Risk Management
- ◆ Client Satisfaction
- ◆ Financial Analysis
- ◆ Business Development
- ◆ Effective Negotiation
- ◆ Astute Communication

Professional Experience

Willis Towers Watson: Madrid, Spain
Senior Account Executive (P&C)

03/2021 – 12/2021

Oversee day-to-day placement and broking responsibilities for large accounts including new business development; develop business relationships with markets; negotiate with underwriters regarding coverage terms, conditions and pricing on new and existing programs; evaluate quotes, prepare marketing reports; manage pro-forma analysis information and distribution.

- ◆ Manage brokerage responsibilities for a book of recurring casualty and property exposures.
- ◆ Lead broking communication efforts by e-mail and telephone with underwriters.
- ◆ Obtain and distributes information from client and/or producing office.
- ◆ Prepare/ creation of proposals, submissions and quotes.
- ◆ Review contracts and insurance requirements for clients.
- ◆ Evaluate and develop coverage confirmation for review.
- ◆ Review binders for accuracy and completeness.
- ◆ Maintain and develop business relationships with clients and underwriting contacts.
- ◆ Maintain knowledge of insurance carriers and their business practice.

AON Corporation: New York, United States
Associate Broker

2013 – 2020

Cover expenses and losses from disasters and other emergencies, while serving as a casualty and property broker for complex multinational accounts. Meet client's risk management goals and objectives through development of multi-national and local risk finance solutions. Protect clients/prospects from future potential risk/loss by providing appropriate insurance products and service requirements. Gain competitive advantage and build global network by coordinating international placements/services with Aon International broker network. Oversee the formulation of renewal strategy, renewal presentations, and stewardship reports. Review contracts and insurance requirements for clients and identify gaps in coverage.

- ◆ Introduced more effective and affordable insurance program to optimize benefits and manage risks.
- ◆ Re-organized insurance programs to make them more effective and affordable.
- ◆ Reduced cost of risk to clients decreasing premiums by 60%.
- ◆ Ensured complete satisfaction of clients by addressing and resolving concerns promptly.

Avalon IN&OUT: Bogota, Colombia

2003 – 2006

National Director of Marketing & Business Development

Achieved the goal of establishing and expanding the company's import / export market in Colombia by overseeing all aspects of business development and marketing. Led the integration of fabrication, shipping, import, and delivery times in accordance with pre-arranged scheduling.

- ◆ Targeted potential markets, market penetration methodology, cost of growth and financing needs, growth targets, milestones, and success measuring techniques through preparation of a five year business plan.
- ◆ Secured marketing agreements with number of large multinational corporations, including Unilever, Bavaria, and Heineken through successful negotiations.

Additional Experience

Business Development Executive | Total Bank Banco Commercial, Caracas, Venezuela

Business Executive | Bankinter S.A, Madrid, Spain

Education & Credentials

Chartered Property Casualty Underwriter Designation (CPCU), Expected Dec 2022

The Institutes – New York

Five Exams Completed:

Finance and Accounting for Insurance Professionals (CPCU 540)

Commercial Property Risk Management and Insurance (CPCU 551)

Commercial Liability Risk Management and Insurance (CPCU 552)

Foundations of Risk Management and Insurance (CPCU 500)

Insurance Operations (CPCU 520)

Associate Risk Management Designation (ARM), 2017

The Institutes

Master of Business Administration (MBA), 2008

IESA, Instituto de Estudios Superiores de Administración, Caracas, Venezuela Exchange program Instituto de Empresa Business School (IE), Madrid, Spain

Attorney AT-LAW, 1998

Universidad Complutense de Madrid, Law School

Advanced Courses

Certificate of Pedagogical Aptitude Universidad Complutense de Madrid, 2008

Brady Bonds, Global Bonds, Eurobonds. Total Bank Banco Comercial, Caracas, Venezuela, 2002

Bloomberg System Portfolio Management. Bloomberg, Caracas, Venezuela, 2002

Languages

Spanish, English

Skills

Microsoft: Excel, Word, Power Point