**Jack Plihall**

317-805-4772 Indianapolis, IN jplihall@plihall.com

#### SUMMARY

*Why let your budget force you into a less-than-ideal sales manager you can afford?*

*Have you ever considered outsourcing your Sales Management role vs. a direct hire?*

*I am a seasoned sales executive who can get the results that you are looking for. I have worked with many companies to create a proven sales process that all reps can follow, coach reps to vastly improved performance, and set up a sales system that your company can use for decades.*

*Let’s chat via join.me for 10 mintues and I will show you how a part-time sales manager might be a better way to increase your sales..*

#### EXECUTIVE PROFILE

**Sales Executive/Territory Executive/Account Executive**

***Elevates Revenues*** *🞟* ***Significant Business Growth*** *🞟* ***Optimizes Productivity and Efficiency***

*Goal-oriented and talented manager with a solid history of driving significant revenue growth and forming successful strategic alliances. Proven ability to combine innovative sales and marketing strategies with process efficiencies to generate profits while cutting costs. Recognized for ability to build, guide and sustain successful sales teams; at ease interfacing with, establishing and maintaining excellent relationships with c-level executives and senior management. Consistently surpasses company set sales quotas and personal objectives. Success in negotiating and closing contracts; demonstrated ability to create client loyalty above and beyond the sales relationship.*

***Career Highlights***

* Introduced first co-op advertising program with insurance agencies; developed continuing education partnerships to provide classes and self-study materials; increased premium volume ata rate of 10 percent to 18 percent over a five-year period. [*Badger Mutual*]
* Propelled visibility by implementing target marketing to independent agencies; negotiated partnerships and increased premiums by more than 70 percent over five years. [*Badger Mutual*]
* Created and implemented a sales promotion/incentive program to agencies; led to 20 agencies producing $8 million of the company’s growth. [*Badger Mutual*]
* Led district to top 10 percent in company in sales of life insurance, multi-line sales and profit. [*American Family*]
* Developed sales training program for new hires and existing staff; increased sales volume by 5 percent and elevated retention rate by 5 percent during the first two years. [*American Family*]
* Developed first video training program; reinforced company philosophy and standardized the training of all agents. [*American Family*]
* Developed and implemented a CEO consultancy program; gained valuable insights from agencies; resulted in significant portfolio and services upgrades. [*Badger Mutual*]

***Areas of Expertise***

🞟 Business-to-Business Sales 🞟 Leading and Building Sales Teams 🞟 New Business Development

🞟 Consultative Selling Cycle 🞟 Strategic Business Execution 🞟 Relationship Management

🞟 Strategic Marketing Initiatives 🞟 Vertical and Horizontal Selling 🞟 Contract Negotiations

🞟 Developing Processes and Practices 🞟 Creating Strategic Alliances 🞟 Goal Setting

***PROFESSIONAL SUMMARY***

anderson Insurance group Woodbury, MN

*An independent insurance agency servicing the Twin Cities and Western Wisconsin.*

**Partner 2005 to Present**

* Manage all operations related to origination, applications, processing, underwriting, closing and funding.
* Responsible for all business-to-business prospecting and sales presentations.
* Added 15 companies to the portfolio along with additional producers and books of business. Achieve sales quotas and customer retention goals by focusing on customer-focused solutions, outstanding service, cross selling and referral development.
* Consistently exceed monthly sales quotas by 10 percent.

Badger Mutual Insurance Milwaukee, WI

*A property casualty insurance company operating in four states.*

**Vice President, Sales and Marketing 1995 to 2005**

* Managed operational and administrative functions of marketing, sales and service divisions; supervised a team of five territory managers who worked with 500+ agencies.
* Key contributor in company growth; during tenure, written premiums increased from $35 million to over $100+ million; company maintained profitability for five consecutive years.
* Established goals for territory managers; presented operational performance to senior management with action plans for underperforming teams.
* Developed and managed a strong sales pipeline of approximately $35 million; consistently achieved monthly sales quota of $3 million in premium revenue.

Farmers Insurance Group Los Angeles CA

*A leading multi-line insurance company.*

**District Sales Manager 1994 to 1995**

* Managed team of 20 direct reports; responsible for all sales, service and revenue for the Iowa region.
* Successfully recruited, trained and managed sales agents throughout the Iowa region; taught consultative selling techniques and ensured high level of customer service.
* Consistently achieved monthly sales goal of $1 million in premium revenue.

American Family Insurance Madison, WI

*One of the top 100 multi-line insurance companies in the country.*

**Sales Training Manager 1986 to 1994**

* Managed a team of six direct reports; responsible for annual budget of over $2 million.
* Created and administered effective training activities, programs and materials for more than 3,000 agents; increased multi-line production, agent retention and profit.
* Directly managed special areas of agency operations, including profit awareness, life insurance sales, and overall agency growth.

***EDUCATION, LICENSES & PROFESSIONAL DEVELOPMENT***

B.S.E., Health and Physical Education, Biology, Physical Science

Northeast Missouri State University ♦ Kirksville, MO

Property, Casualty Life Health Licenses

Independent Insurance Agents of Wisconsin, Executive of the Year (2003)

Financial Management for Insurance Executives (University of Wisconsin)

Fundamentals of Sales Management (AMA)

Life Underwriter Training Council (LUTC)

Life Underwriter Training Council Part 1

Life Underwriter Training Council Moderator

Targeted Selection Management

Perceptive Communication I & II

Problem Solving & Decision Making

Certified Retirement Planner

Certified Work Comp Advisor

Commercial Lines Coverage Specialist