

REX SHORT, JR.

7622 COOL BREEZE ROAD
KNOXVILLE, TN 37938
865-898-1858
REXVOL3@HOTMAIL.COM

OBJECTIVE

I would like to utilize my marketing and management experience for a successful career in sales.

EXPERIENCE

1/1/2010 TO 4/20/2010 Tennessee Insurance Agency, Inc. Knoxville, TN

VICE PRESIDENT OF OPERATIONS

- Manage the day to day operations of the agency
- Handle marketing and in-house underwriting of large commercial accounts
- Develop multiple tools for sales including a sales log format, a detailed list of items needed for quoting, and account tracking methods
- Maintain schedules of CSRs and producers and manage the office

9/1/2007 TO 12/1/2009 Amerisafe, Inc. Knoxville, TN

AGENCY PRODUCTION SPECIALIST

- Making agency visits to increase production with Amerisafe
- Installing and training agencies to operate an online submission system
- Meeting submission goals for the states of Kentucky and Tennessee
- Independent scheduling and maintenance of records

8/1/2005 TO 9/1/2007 Johnson & Johnson Associates Charleston, SC

TRANSPORTATION UNDERWRITER

- Quote all renewals, Quote new business, Handle endorsements
- Handle all marketing responsibilities, including trade shows, agency visits and carrier relations
- Interface with several different carrier's systems

10/1/2004 TO 8/1/2005 Aetna Charlotte, NC

SALES ASSISTANT

- Review applications for group health insurance to determine if they qualify
- Submit qualified applications to underwriting
- Prepare proposals for sales associates
- Licensed for life and health insurance in NC

EDUCATION

08/1998 TO 8/2004 University of Tennessee Knoxville, TN

- B.S. in advertising with a minor in business

REFERENCES

References are available on request.