

BRANDON A. ROWELL

Business Experience

Indemnity Partners

Insurance Broker

August 2010 - Present

- Licensed to sell Life and Health as well as Property & Casualty Insurance
- Certified to operate through the federal marketplace
- Made in excess of 10,000 cold calls
- Built an insurance agency

Metropolitan Life Insurance Company

Client Executive, Atlanta, GA

June 2008 - July 2010

- Responsible for the financial stability, overall satisfaction, and growth of a book of business ranging from 3,000 to 25,000 employees
- Strong focus on establishing, maintaining, and enhancing client relationships
- Generated and deciphered reports in regards to activities, progress, and strategies
- Led and/or assisted in customer installations

Account Executive, Cleveland, OH

September 2006 - June 2008

- Marketed and sold core products of life, short term disability, long term disability, and dental insurance while up-selling, cross-selling, and negotiating profitable renewals to a target market of 500-15,000 employees
- Sold \$3.1 million (95% of objective) in 2007
- Achieved 109% persistency in 2007

Employee Benefit Sales Representative, Cleveland, OH

July 2002 - September 2006

- Market focus of 2-500 employees
- Focused primarily on penetrating the untapped market and improving existing relationships of the Cleveland metropolitan area
- Sold 105% of 2006 objective in 9 months of production
- Sold 85% of 2005 objective
- Sold 103% of 2004 objective
- Sold 114% of 2003 objective (Leader)

Education

Morehouse College, Atlanta, Ga

Class of 2002

Bachelor of Arts with dual degree in Economics and Spanish (Honors)
Economics GPA: 3.6, Spanish GPA: 3.8 (class rank: 5 and 2, respectively)

Academic Honors: Omicron Delta Epsilon International Honor Society in Economics 2002; E.B. Williams Award for Exceptional Student Performance 2002; Outstanding Senior Economics Major, 2002; Sigma Delta Pi Spanish Honor Society, 2002; Morehouse Honor Roll, 2000-2002; Morehouse Dean's List, 2001-2002; US Army/Navy Athlete Scholar of the Year, 1998.

INSTITUTO INTERNACIONAL DE ESPAÑA, MADRID, SPAIN

Fall 2000

Syracuse University Study Abroad Program: Focus on Spanish Language, Culture, Civilization, and the Economics of the European Union

CENTRO DE IDIOMAS, OAXACA, MEXICO

Summer 1999

Morehouse and Spelman Colleges Study Abroad Program: Focus on Spanish Language and Latin American History and Culture

Leadership Experience

ESL Instructor: Santa Marta, Colombia

2016

Mosaic Church: Financial Director

2013-2015

Out of Darkness: Rescue Team Member

2013-2014

MetLife Diversity Champion: Managed corporate relationships for Morehouse and Atlanta Life

2008-2009

MetLife Great Lakes Regional Website: Development Leader

2007

Morehouse College Economics Club: Director of Alumni and Business Relations, Co-Founder

2001-2002

Morehouse College Website: Consultant and E-Recruiting Supervisor, Position Founder

2001-2002

English As a Second Language- Adult Education Division: Language Instructor

1999-2001

Morehouse College Spanish Club: President

1999-2000