

Humberto Obregón Vargas
Insurance Agente

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PROFESSIONAL TARGETS

Continue my professional development providing my knowledge and experience of over 23 years as an insurance agent (Risk Management) for the benefit of those companies or institutions that by their nature require a special risk management; so much for its human, material and financial assets; or insurance Agents requiring support for efficient administration of their client's portfolio

EXPERIENCE

Brockman y Schuh Agente de Seguros y Fianzas

1994-1995

Account Ejecutivo

I had under my responsibility the management of major accounts; my activities included analysis and recommendations of coverage, renewals, negotiations with insurance companies to provide the best proposals cost benefit, support claims, as well as monitoring by means of a dynamic communication with customers about the different needs of protection that were generated and finally the development of reports in English of the coverage of each client. Some of the companies that I attended: Singer Mexicana, S.A., Mattel de Mexico, S.A. de C.V., Bridgestone Firestone, S.A. and General Motors Mexico.

Independent insurance broker 1995 to date

Taking advantage of the experience gained in the earlier work, took the decision to generate my own office offering high-level care to individuals and companies by means of precise diagnoses to generate recommendations that best could meet the needs of protection in different lines of business. Based on these diagnoses, I managed to offer from the main insurance companies in the market, the best alternatives for the customer. I developed systems that in parallel with trained staff based on high quality standards which included constant communication, support claims among others, I got an effective administration of a growing portfolio of clients that included protection from families to large enterprises of the most various natures, with complex and dynamic requirements

Skills

Conciliator, common sense, initiative, written and verbal communication, personal relationships, persistent, proactive, decisive and empathetic.

Estudies

-Universidad Iberoamericana. Generation 1989-1994

Business Administration Major

-Agent identification card B, authorized by the CNSF.

Languages:

English 85%

Nazareth Hall Military School. Grand Rapids Ohio USA 1978

Computig and systems

Microsoft, Word, Excel, PowerPoint