**CLIVE HARRISON**

**PASAJE DIADEMA UNO 970**

**CUIDAD SATELITE**

**SANTIAGO**

**CHILE**

**Mobile 56944605791**

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**PERSONAL PROFILE**

Exceeding Targets Business 2 Business Sales Professional, disciplines including Insurance, Fire Protection and Giftware

Other Information Bracknell Town Councillor 2011-2019

Bracknell Town Mayor 2017-2018

**Key Skills**

Exceed Sales Targets

Ability to Open New Accounts

Ability to Manage & develop existing Accounts

Plan successful Sales Campaigns

Accurate forecasting

Negotiation

Present, communicate, promote

Public speaker

Mentor and manage a team

Fund Raise

Commercial Budgeting

**Achievements**

Exceed Sales Targets between 20-30% over 7 year period

Top Salesperson 2011-2016, 2nd 2017-2018

Existing Business retention targets exceeded

Opened over 120 New Business Accounts in 3 year period

Opened over 150 New Business Accounts over 5 year period

Towergate Insurance Completed Account Executive Programme

Exceeded Targets by a minimum of 10% in every sales environment

Whilst Mayor I Spearheaded and ran a team & organised a successful Annual function

Raised over £3000 for chosen Charity

Attended over 120 events (inspired and motivated 1000's of people)

As a Councillor I make a positive impact to the residents of Bracknell as Chair of environmental services and a member of the Planning Committee

**WORK EXPERIENCE**

**March 2019- November 2023**

**Finch Insurance**

Commercial Account Handler

Sourcing andproviding new Business quotations, renewing policies, providing mid-term adjustments full portfolio array mirroring Towergate

**September 2018- December 2018**

Office Angels, Bracknell

Temporary Assignment Vertu Motors Mercedes of Ascot

Service & Sales Receptionist**:** Duties

Meet and Greet Checking in/checking out up to 60 customers per day and introducing visitors on Sales appointments, maintaining best possible customer service levels.

**AUGUST 2010-SEPTEMBER 2018**

SME Commercial Account Handler

Towergate Insurance , Henley-on-Thames, Oxfordshire

Produced Renewal notices and New Business Quotations, Cross selling from existing book and developing an extensive New Business sales portfolio over an array of disciplines including Liability, Commercial Property, Professional Indemnity, Cyber Insurance, Events and Motor Trade Insurance.

**November 2008- February 2010**

Sales Person

Crowthorne Insurance Services, Crowthorne Berkshire

Duties :Cross selling and selling New Business Personal lines and Liability policies

**October 2005 November 2008**

**Allen and Allen Insurance**

Motor Insurance Salesperson & Customer Service advisor

New Business Sales, logging and solving complaints and problems

**August 2000- August 2005**

Territorty Manager

NUSwift/MK Fire/Nuswift

Developing New Business from cold, via Fire Risk assessment,

Selling Fire Extinguishers, service contracts, fire equipment and signage

1st or 2nd in sales over all quarters over 5 year period in team of 6

I was assigned responsibility of mentoring team members due to my achievements

**HIGHER EDUCATION**

TEFL level 5 PASSED AUGUST 2024

Chartered Institute of Insurance Diploma Module (530 Business & Economics)

Chartered Institute of Insurance : Certificate in Insurance

Chartered Institute of Marketing Certificate in Marketing

Marketing Research Society Certificate and Foundation

City and Guilds Information Technology

A Level Business Studies

A Level Astronomy

A Level Economics

A Level Mathematics

A Level Chemistry

A Level Physics

A Level Computer Science

GCSE Spanish

Technical Building BTEC

10 x “ O “ Levels