

Cameron Malfara

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Broker with 5+ years of experience in property and casualty insurance. Committed to building and maintaining positive relationships with diverse stakeholders. Recently demonstrated success in a supervisory role training new hires. Adapt readily to new work challenges and industry conditions.

Education & Credential

Bachelor's Degree – Mathematics

University of Washington, Seattle, WA

Property & Casualty (P&C) License

State of Washington

Key Skills

- Client Satisfaction & Retention
- Customer Relations
- Market Trend Analysis
- Marketing Strategy Development
- Personnel Training
- Policy Renewals
- Portfolio Management
- Process Streamlining
- Revenue & Profit Growth
- Stakeholder Relations Management
- Targeted Resource Allocation

Professional Experience

Insurance Broker

HDS Brokerage, Seattle, WA | October 2017 to Present

- Focused on negotiating contracts, honing processes, and facilitating policy renewals with clients
- Recently appointed to leadership role training, coaching, and overseeing new hires

Highlights:

- Co-developed a new training module focused on improving team members' knowledge of complex insurance products
- Ranked #4 on a 40+ member team for customer satisfaction