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Developing Relationships to Build Business

Seeking a senior relationship management role with a leading-edge Reinsurer or Vendor that exudes a culture of integrity and has a team of dynamic, intelligent, and creative individuals. I deliver impact by developing new business opportunities, implementing solutions, and strengthening connections between organizations to increase the overall value of their carrier client partnerships.

Background

Multi-faceted executive with a diversified skill set and an exceptional track record of successfully building innovative concepts into commercial organizations on a national and global scale. Effective leadership roles in operations, corporate development, business development, client management, and marketing. Responsible for both developing the strategies and executing the tactical implementation plans to accomplish corporate growth objectives while achieving operational excellence.

Core Competencies

- Founded, financed, and managed one of the first cloud-based, SaaS InsureTech companies into the leading Knowledge Management Solution provider in the Life Insurance industry.
- Single handedly responsible for establishing growth model and building company revenue to over seven-figures in annual recurring revenue (ARR). This included several global Fortune 50 firms with a user base of over 30,000.
- Built and maintained all client relationships. Successfully renewed, upsold, and increased terms with 100% of client contracts.
- Developed innovative partnerships with MIB, AHOU, and ALU which established the company's reputation in the industry and established it as being a trusted business technology vendor and resource.
- Implemented leading-edge consultative client management models and Client Success programs, resulting in increased client revenue and elimination of support calls.
- Developed a deep knowledge of how Life Insurance companies operate and expertise in how they procure new technology products.
- Prudent and astute operator that has the ability to run a lean P&L and manage a budget during both good and bad business cycles.
- Earned a solid reputation in the industry as being a respected leader, a consensus builder, and an innovative and divergent thinker who is known for developing strong relationships and partnerships.
- Led and represented the company at all public events and operated as the company's Subject Matter Expert on Knowledge Management and Life Insurance.