

Mario Mejia

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Account Executive/Management | Project Management | Insurance | Insurtech | Fintech | IT Business Analyst

PROFESSIONAL SUMMARY

Accomplished and results-driven sales professional offers 20+ years of leadership and account executive experience including enterprise-level sales, enterprise account management, and partnership sales (B2B, D2C) as an integral part of a fast-paced startup sales team. Have a vast knowledge of Project Management and IT Business Analysis. Strategic thinker and creative proactive problem solver with expertise in consultative selling and territory sales management, including cultivating and maintaining strong C-Executives, and customer relations with a proven track record of consistently meeting and exceeding revenue targets.

AREAS OF EXPERTISE

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|-------------------------------|--|--|
| ✓ Bilingual – English/Spanish | ✓ Logistical Planning | ✓ Reporting Tools: Chartio & Mode |
| ✓ Oracle SQL | ✓ Budget Management | ✓ Account Management Experience |
| ✓ Project Management | ✓ SDLC / Agile Expertise | ✓ Enterprise Software as a Service (SaaS) sales experience |
| ✓ Process Mapping | ✓ CRMs Experience: Salesforce & Copper | |

CAREER HIGHLIGHTS

Cost Savings: Managed projects under \$5M in budget and delivered them on time

Efficiency Increase: Worked with off-shored team and facilitated the transition of tasks reducing cost by 35%

Increased Production: Mentored agents and provided support increasing production by 7% month after month

Relationship Builder: An extravert by nature, likeable, excellent communicator, at ease with large crowds

RELEVANT PROFESSIONAL EXPERIENCE

Illustrate Inc

March 2023 to July 2023

Account Executive – Remote USA

- My primary role was to help Life, Health, and Wealth companies, implement, elevate, and enhance their technology to increase market share with cutting-edge software. From quoting and illustration tools to the latest mobile apps and e-Application technology, illustrate inc was ready to help move your company towards a long-overdue, full spectrum Digital Transformation.

ETHOS TECHNOLOGIES

June 2021 to Nov 2022

Partnership Account Manager (PAM) – Remote USA

- Insurance agent and account manager with over 5 years of experience providing excellent customer service, sales, and account management. Proficient in handling customer inquiries, processing insurance policies, and maintaining client relationships. Strong organizational skills and ability to multitask effectively.
- Helped engage and manage InsureTech's independent agent channel with over 30% participation.
- Worked closely with our partnerships, product, and marketing teams to drive growth of the business while building a category-defining product increasing production by 7% overtime month after month.
- Managed an active book of agents of approximately 600+ with 30% repeated engagement.
- Supported sales opportunities by providing onboarding, product demonstrations, and account management of the Ethos' platform
- Worked closely with external partners to ensure seamless day-to-day operations while demonstrating Ethos' value and timely delivery of reports and excellent service.
- Ability to work and sell through ambiguity and in a hyper growth sales environment.

- Enriched service delivery and answered inquiries, managed risk and expectations with agents hierarchy while providing a positive user experience.
- Be the voice of the customer to internal stakeholders - translated their needs and advocated on their behalf.
- Supported onboarding of new partnership account managers to the team.

JUMFINANCIAL AGENCY

September 2016 to Present

Insurance Benefits Consultant – Agency Owner – Wesley Chapel, FL

- Provides a consultative approach to families looking to protect their loved ones against unexpected financial losses like death or disability.
- Guides clients through complex, and at times, confusing financial solutions.
- High closing ratio on referrals
- Provides 80% of referral leads to referral partners through networking and cross-sales opportunities.
- Converts 85% of inbound inquiries into sales opportunities.
- Maintains a business portfolio worth over \$250,000 in annual premiums by promoting and offering policies with face amounts from \$2,000 to \$5Million.
- Retains 90% of Medicare beneficiaries during the annual renewal period.

MASSMUTUAL FINANCIAL SERVICES

June 2013 to March 2016

IT Business Analyst - Enfield, CT.

- Facilitated over 10,000 data mapping requirements for a large-scale project in preparation for data migration with 99% accuracy.
- Analyzed data sources and mapped processes and data across different systems within the project's constraints.
- Scrutinized a traceability matrix to ensure 100% functional requirements have been captured and mapped to a higher level business requirement.
- Captured requirement gathering utilizing MS InteGreat Requirement Management Tool.
- Utilized MS Sharepoint collaboration software tool to manage document versioning and archiving.
- Lead an annual compliance initiative, elicited requirements for a Department of Labor yearly changes and mandates project.
- Lead the translation review process, overseeing translated forms and web pages to support a new product launch, complying with a 98% accuracy in translations.
- Strong team participant in the organization's (Toyota) Lean Process Improvement initiative to reduce expenses by 80%, problem-solving, and increase the organization's morale while fostering a continuous learning environment.

EDUCATION

CENTRAL CONNECTICUT STATE UNIVERSITY

- BS Business Management and Organization
Concentration in Human Resources
New Britain, CT.

OTHER ACTIVITIES

- **The Tampa Networking Team 01/2021 to NOW** - Founder & Facilitator
- **Big Brother/Big Sister of Tampa Bay 06/2018 to 2/2021** - Big Brother to Nicholas
- **MGMFriends Networking Group 09/2018 to Now** - Facilitator – New Tampa/Wesley Chapel Chapter
- **North Tampa Bay Chamber of Commerce 03/2018 to 1/2020** - Active Community Member

EXTENDED RESUME AVAILABLE IN LinkedIn PROFILE