

Jeff Brittain

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Senior VP of Sales Profile

Revenue Growth | Account Management | Team Leadership

Forward-thinking and accomplished Senior Vice President of Sales with a solid working knowledge in developing effective proposals, spearheading sales cycle management, directing internal operations, and expanding on company portfolio. Proven leader able to provide comprehensive training to qualified professionals with a strict emphasis on customer service, product knowledge, and tactful closing techniques. Proficient in analyzing current practices and making major business decisions on enhancements. Dedicated to exponentially increased profitability, driving efficiency, and streamlining daily processes.

- Sales & Business Development
- Motivational Leadership
- Emotional Intelligence
- Team Training & Coaching
- Talent Management
- New Business Acquisition
- Workflow Optimization
- System Improvements
- Quality Control Initiatives
- Strategic Business Planning
- Public Speaking & Presentations
- Performance & Data Analysis

PROFESSIONAL EXPERIENCE

STATE FARM INSURANCE, Newport News, VA

2001 – Present

Regional Sales Executive / Sales Leader, 2013 - Present

- Exponentially increase overall profitability and maximize on territory growth due to fearless leadership and effective training on proper proposal development and closings; demonstrate expertise in a 125-product line of insurance.
- Recognized for outstanding results from successfully hiring, training, and developing of new associates.
- Earned several awards including **#1 Sales Leader out of 550**, **#1 Territory out of 12** within the state, and **#1 Recruiter nationwide**; respected for significantly increasing market growth by 15K accounts within tenure at the company.
- Acknowledged for 4 major operational changes that increased national product exposure and revenue.
- Received several promotions following repeatedly high performances and consistently increasing success.
- Facilitated the successful development and launch of an additional 15 branches, bringing in substantial profit.

Agency Field Executive, 2005 - 2013

- Mobilized three executive teams to maximize territory access and open a record amount of new accounts.
- Offered valuable advice and mentorship while aligning professionals to open and successfully manage their own branches of State Farm; ensured independent contractors were fully informed of diverse product line features.
- Notably **elevated bottom-line by \$5M** in additional revenue through solid business practices and sales techniques.
- Honored with 7 awards for exceptional performances and relentlessly exceeded all expectations as an industry leader.
- Acknowledged for maintaining the highest talent acquisition rate in an effort to build the next generation of leaders.

Insurance Agent (Hickory, NC location), 2001 - 2005

- Prospected for potential new accounts, generated viable leads, and prepared cutting-edge sales proposals to close on new business; utilized a consultative approach to illustrate the value in purchasing state farm insurance.
- Placed in the **top 2% out of 18,000 competitors** throughout the entire time in this role; remained focused on growth.
- Optimized awareness of product range; displayed a deep understanding of all policies to match clients appropriately.
- Seated as the **#1 Agent of the Year territory-wide** annually over the course of 4 years in this position.

EDUCATION & CREDENTIALS

Bachelor of Arts, Economics and Insurance, Appalachian State University, Boone, NC

Certificate, Chartered Leadership Fellow, The American College, earned in 2011

Certificate, Balanced Scorecard, Harvard-Kaplan & Norton, earned in 2010