



## PROFILE

Experienced business development executive with 20+ years of success in consultative sales, client relationship management, and strategic growth—especially within the high-net-worth insurance segment. My background includes executive roles at Marsh, Gallagher, and IOA. Outside of work, I'm a husband, father, avid boater, and longtime baseball coach—roles that have shaped my perspective and grounded my commitment to mentoring, community, and values-driven leadership.

## CONTACT

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## LICENSES & DESIGNATIONS

Florida Property & Casualty (2-20)

Chartered Private Risk Insurance Advisor (CPRIA)

Florida Real Estate License (Sales Associate)

Market Conduct Management (MCM)

# ROB CLARK

Sales Leader & Executive Business Development

## EDUCATION

**Bachelor of Arts – English Major**  
Florida State University (1991-1996)

## PROFESSIONAL EXPERIENCE

### Vice President, Business Development Executive

Marsh & McLennan (2024–2025)

- Built new business pipeline in high-net-worth segment through consultative outreach and strong COI relationships
- Led client meetings, risk evaluations, and presentations with a focus on understanding affluent lifestyles and aligning solutions
- Partnered closely with internal teams to ensure smooth onboarding and personalized, concierge-level client service delivery

### Area Vice President, Private Client

Arthur J. Gallagher (2022–2024)

- Achieved 120% of new business revenue target in 2023; earned maximum performance incentives.
- Developed high-trust referral networks with estate attorneys, financial advisors, and realtors
- Delivered bespoke proposals tailored to lifestyle-driven risk profiles

### President & CEO

The Panoply Group (2010–2016)

- Founded and operated a boutique firm serving high-net-worth individuals and families with custom risk solutions
- Led all business functions, including team leadership, branding, client acquisition, marketing, and carrier relations
- Built a strong national reputation through personal service, local radio presence and COI engagement

## CORE COMPETENCIES

- Strategic Business Development / Relationship Cultivation
- Team Leadership & Coaching
- CRM Tools (Salesforce, HubSpot, Applied Epic)

*Available for leadership opportunities focused on strategic growth, client engagement, and community impact.*