Bill Osbourne

Floyd, VA 31210

478-555-5555, BillyO@ymail.com

**PROFILE**

**Life-long learner** looking to bring their experience and knowledge to new role in higher education. **Knowledgeable** in finance, insurance and general business concepts. **Strong presenter** and **communicator,** with ability to transmit information to diverse audiences**.** Able to work effectively as part of a team or independently.

**EXPERIENCE**

**All-Country Insurance**

Senior Licensing and Continuing Education Instructor, 2012 – 2023.

* Develop and conduct two-week licensing courses that prepare associates for state licensing exams, while maintaining supervisory responsibilities over these associates. Drove exam results to over 90% first time pass ratio for first time in company history.
* Develop and conduct classroom and virtual continuing education and other courses for associates.
* Coordinate with line management to meet training needs, including establishing class dates, locations and delivery format. Over 20 courses delivered annually.
* Assure company activities meet the laws and requirements of the Virginia Insurance Department. 100% audit result in 2022.
* Create textbooks and training aids.

Supervisor of Sales

* Supervised section of sales agents, set goals and coached staff to achieve them. Top 10% in Department.

Supervisor of Underwriting

* Supervised section of underwriters. Three consecutive years of profitability in regions of responsibility.

Marketing Coordinator

* Trained regional office staff for roll-out of new product lines.

Underwriting Analyst

* Analyzed profit/loss results and made recommendations based on findings.

**South Mountain University**

Adjunct Faculty, Olsen School of Business, 2018 – present

Courses:

Introduction to Risk Management and Insurance

Alternative Risk Financing

**Central Virginia Technical College**

Adjunct Faculty of Business courses and Continuing Education in Insurance, 2015 – 2019

**EDUCATION**

University of Maine, University College: Master of Business Administration

University of Maine, University College: Bachelor of Science in Business Management

Mt. Airy (N.C.) Community College: Associate of Arts in Business Administration

**DESIGNATIONS**

Chartered Property and Casualty Underwriter (CPCU)

Associate in General Insurance (AINS)

Associate in Personal Insurance (API)

Associate in Insurance Services (AIS)

**ORGANIZATIONS**

**Greater Virginia Society of CPCU, Inc.**

Member, 2005 – present

President, 2016, 2023-24

**Central Virginia Technical College Foundation**

Chair, 2019, Trustee, 2012 – 2023

**REFERENCES AVAILABLE UPON REQUEST**