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| Michael Johnson |
| SummaryExperienced insurance professional with over 10 years in the industry. Expertise in risk management, client retention, and developing high-performing teams. Committed to delivering exceptional service and maximizing profitability.Work Experience**Senior Insurance Agent Jan 2018 – Present**Global Insurance Group New York, NY* Spearheaded initiatives that increased overall sales by 50% and profitability by 35%.
* Mentored a team of 15 agents, leading to enhanced performance and lower turnover rates.

**Insurance Manager Mar 2012 – Dec 2017**Best Insurance Co. New York, NY* Implemented new training programs that improved team productivity by 20%.
* Developed and maintained strong client relationships, resulting in a 30% increase in account renewals.

EducationMaster of Business Administration Jan 2011*Columbia University**New York, NY*certifications* Certified Insurance Counselor (CIC) – National Alliance for Insurance Education & Research – 2015
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