



David Jones

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QUALIFICATIONS SUMMARY

An innovative sales leader with over 7 years of experience in a consultative sales environment. A proven sales leader consistently hitting and succeeding sales territory goals within assigned territory. Offers a track record of success in a variety of complex and challenging environments including strategic sales and channel partnerships, market growth opportunities, corporate consultations and financial technology. Blends business acumen with technical sales knowledge to develop and lead innovative, collaborative, and value-driven solutions that advance the goals, mission and overall performance of an organization. Excels in building strategic client partnerships in B2B and B2C sales environments. Opens new opportunities and revenue potential through methodical research and analysis. Promotes team collaboration and cohesiveness through personalized mentorship and development opportunities.

AREAS OF EXPERTISE

Business Development	Product Knowledge	Marketing Campaigns	Excellent Presentation Skills
Relationship Management	Territory Management	Strategy Development	SalesForce
Partnership Development	Revenue Growth	Financial Technology	Market Research

PROFESSIONAL EXPERIENCE

- VP, Strategic Account Executive Hexure (Insurance Technologies), Colorado Jan. 2024 - Sept. 2024
- Develop and execute strategic pipeline development strategies to drive adoption and usage of Hexure’s SaaS platform among small distribution Broker General Agencies (BGA’s) in the Life and Annuity space.
 - Manage a sales pipeline proactively and methodically to keep a steady and growing sales volume.
 - Obtain a deep understanding of Hexure’s products and processes.
 - Present and demonstrate Company products and services to clients ultimately leading to sales engagements.
 - Travel to and participated in Industry events, working groups and associations to build networks as well as the Company’s reputation as an industry expert.
- Independent Broker Compass Insurance Advisors, Utah May 2023 - March. 2024
- Lower Benefit Package costs for Small, Mid, and Large-sized employer groups.
 - Keep clients compliant with State and Federal Laws.
 - Sell Individual Products with Life, Dental, Vision, and many other ancillary benefits.
- Large Group Benefits Consultant Brown and Brown Insurance, Utah Jan. 2023 - Apr. 2023
- Prospected broker leads through in-person, email, and phone outreach.
 - Provided strategic consulting, analytics, and compliance support to mid-market employers, developing innovative health & benefits solutions.
 - Leveraged technology solutions to streamline enrollment and engagement, minimized risk and health insurance costs using strategic consulting, analytics, compliance, and customer support strategies.

