

SCOTT DAVIS

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PROFESSIONAL SUMMARY

Seasoned Insurance Professional with 16 years of deep-rooted experience in underwriting, policy management, and client relationship building. Demonstrated expertise in both Commercial and Personal lines coverages, with a keen eye for risk assessment and mitigation. Proven track record in enhancing insurance product offerings and ensuring alignment with client needs. Seeking a pivotal role as an Insurance Carrier Representative or Underwriter to further contribute to the industry's growth and innovation.

CORE COMPETENCIES

- **Underwriting Expertise:** Proficient in evaluating risks, setting premiums, and determining policy terms.
 - **Insurance Product Knowledge:** Comprehensive understanding of Commercial and Personal lines coverages.
 - **Client Relationship Management:** Proven ability to nurture and sustain robust relationships with clients, ensuring tailored insurance solutions.
 - **Risk Assessment:** Skilled in identifying potential risks and recommending appropriate coverage.
 - **Technical Proficiency:** Adept in using agency management systems like Salesforce, Applied Epic, and AMS360.
 - **Market Analysis:** Capable of anticipating market trends and adapting insurance offerings accordingly.
 - **Regulatory Compliance:** Up-to-date knowledge of laws and regulations governing insurance sales and underwriting.
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PROFESSIONAL EXPERIENCE

Vice President

Busby-Stone Risk Management / Acrisure, Bakersfield, CA
October 2019 - September 2023

- Oversaw underwriting processes, ensuring alignment with company guidelines and client requirements.
- Achieved a 97% client retention rate by tailoring insurance solutions to evolving needs.
- Led technology integration projects, enhancing underwriting efficiency and client communication.
- Collaborated closely with insurance carriers and wholesalers to optimize product offerings.

Insurance Producer

*Kern Insurance Associates, Bakersfield, CA
August 2012 - October 2019*

- Specialized in underwriting Commercial Contractors markets, resulting in a 32% client increase.
- Cross-sold diverse policies, ensuring comprehensive coverage for clients.
- Earned Construction Risk and Insurance Specialist (CRIS) certification, enhancing underwriting expertise.

Insurance Producer

*Fallgatter Rhodes Insurance Services, Bakersfield, CA
August 2010 - August 2012*

- Implemented strategic underwriting initiatives, leading to significant client savings and premium growth.
- Expanded client base through targeted underwriting for Farm and Ranch agricultural clients.

Insurance Producer

*DiBuduo & DeFendis Insurance, Bakersfield, CA
September 2007 - August 2010*

- Graduated from The Hartford Commercial Lines Producer School, honing underwriting skills.
- Contributed to agency growth by strategically placing new accounts based on thorough risk assessment.

EDUCATION & PROFESSIONAL DEVELOPMENT

Bachelor of Science in Business Administration

*California State University, Bakersfield
Marketing Emphasis*

Professional Development:

- Dale Carnegie Training: Public Speaking, Sales Management, Negotiating
- Zig Ziegler Training: Selling, Personal Development Training

Community Involvement:

- The Active 20-30 Club of Bakersfield: Past VP
- Boys and Girls Club of Kern County: Past Board Member
- Bakersfield West Rotary: Past Vice President