

ALEXIS T. JOHNSON

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INSURANCE EXECUTIVE

Managed-Care Marketing • Workers' Compensation Management

Innovative, energetic leader with over 20 years of savings-focused results for major insurers. Extensive experience in marketing managed-care portfolios and leading workers' comp divisions. Consistent history of attaining new responsibilities and spearheading challenging projects due to adaptability, technical expertise, and "can do" attitude. Able to motivate teams and communicate effectively with staff, executives, clients, and partners. Core competencies include:

- Insurance Marketing & Sales
 - Workers' Comp Claims Oversight
 - Insurance Product Development
 - Catastrophic Injury Management
 - Partner Negotiation & Collaboration
 - Due-Diligence Reviews
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PROFESSIONAL EXPERIENCE

THOMPSON REINSURANCE

Camden, NJ • 2000 – Present

One of top 10 reinsurance firms in U.S., with over \$3.5 billion in annual premiums.

Senior Vice President, Managed Care (2004 - Present)

Assembled 15-person team to build managed-care subdivision from inception within eight months. Quickly developed expertise to be able to market and sell managed-care products and services. Direct research, product development, marketing, pricing, and collections. Developed seven strategic partnerships to provide products and services prior to proprietary product creation.

- Led development and marketing of company's own portfolio of products and services. Saved client companies over \$70MM within 5 years.
- Reduced client expenses by 30% by developing medical bill negotiation service.
- Increased program volume by 44% by negotiating and developing key partnership.
- Identified market for highly specialized managed-care services that helped create unique and profitable niche for company.

Assistant Vice President, Claims (2002 – 2004) | Claims Director (2000 – 2002)

Managed and minimized medical-cost exposures from catastrophic injury claims by collaborating with colleagues and client companies. Attained in-depth knowledge of field by developing network of doctors and nurse care managers. Identified specialized medical treatments centers and rehabilitation facilities; recommended nurse care managers; and developed plans for reducing medical losses. Demonstrated adequacy of reserve projects by coordinating over 15 operational/due-diligence reviews with internal and external teams.

- Led multimillion-dollar due-diligence project for major insurer (largest in corporate history).
- Drastically reduced loss exposures on large cases by developing equation for lifetime cost projections for client companies.

FREEDOM INSURANCE

Jersey City, NJ • 1991 – 2000

Largest insurer in Mid-Atlantic region for over 30 years.

Claims Manager (1996 – 2000)

Directed technical aspects of over 10,000 complex workers' comp claims. Supervised team of five experienced division examiners. Provided guidance on claims from ten branches covering seven states. Oversaw case investigations, recommended reserve figures, and provided settlement authority. Built relations and credibility with division and branch-office personnel.

- Created quality evaluation system for branch claims that improved efficiency, saved company money, and increased customer satisfaction.
- Spearheaded task forces to develop guidelines for case escalations from branches. Devised and implemented branch audit program.

Claims Examiner (1991 – 1996)

EDUCATION & PROFESSIONAL DEVELOPMENT

RUTGERS UNIVERSITY (New Brunswick, NJ)

- B.A., History

TRAINING SEMINARS

- *Marketing Skills for Senior Executives* (Yale School of Management)
- *Strategic Planning* (Stern School of Business, New York University)
- *Managed Care* (Health Insurance Institute of America)

CERTIFICATIONS

- Case Manager, Insurance Rehabilitation Specialist, Disability Management Specialist