

PAUL MACK

PROFESSIONAL SUMMARY

Accomplished professional with extensive expertise in insurance consulting and commercial property and casualty. Proven track record in strategic leadership and business development, successfully managing sales teams to drive significant growth. Committed to leveraging skills in insurance and consulting to achieve organizational objectives and enhance market presence.

WORK HISTORY

Agency President , 11/2019 to 01/2026

Assured Partners of Florida - Deerfield Beach, Florida

- Managed annual budget to ensure financial stability.
- Liaised with senior management and board members to produce business strategies.
- Updated and revised strategic business plans to increase company profitability and growth.
- Developed key operational initiatives to drive and maintain substantial business growth.
- Created and led successful business culture focused on performance.

President , 01/1993 to 11/2019

Mack, Mack, & Waltz Insurance Group - Deerfield Beach, Broward

- Identified and resolved operational issues impacting productivity, performance or profitability.
 - Directed administration and optimisation of financial operations, payroll and accounting processes.
 - Fostered peace negotiations between conflicting parties, resolving disputes.
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EDUCATION

Certificate of Higher Education, Insurance - Certified Insurance Counselor (CIC) designation

Risk and Insurance Education Alliance - Austin, Texas

Certificate of Higher Education, Insurance - Certified Risk Manager (CRM)

Risk and Insurance Education Alliance - Austin, Texas

Certificate of Higher Education, Insurance - Accredited Advisor in Insurance (AAI)

Insurance Institute of America - Malvern, Pennsylvania

CONTACT

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SKILLS

Insurance expertise and consulting

- Commercial property and casualty
 - Business development strategies
 - Strategic leadership
 - Sales team management
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CERTIFICATIONS AND LICENCES

HOBBIES AND INTERESTS

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