

Brooke Faulkner



PERSONAL & CONTACT DETAILS



DOB 06/11/1986
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PROFESSIONAL PROFILE

Consistently high achiever with notable accomplishments both in tertiary academic studies, and throughout career in the Insurance and Financial Services industry as well as the Healthcare & Medical industry.

Took a break from employment mid-2018 to prepare for transition to a new industry. Commenced studying an online Double Degree in Law & Science (Psychology).

QUALIFICATIONS

DOUBLE DEGREE | Laws/Science (Psychology) | [CQUni](#) | 2019
DIP. INSURANCE BROKING | Insurance | [ANZIF](#) | 2016
THE NEW MANAGER | Management | [AIM](#) | 2016
DIP. FINANCIAL SERVICES | General Insurance | [ANZIF](#) | 2012
BACH. OF COMMERCE | Marketing | [Curtin Uni](#) | 2009-2010
DIP. OF BUSINESS | Marketing | [TAFE](#) | 2005
WHITE CARD | Construction | [EOT](#) | 2019
RSA (AUSTRALIA) | Hospitality | [EOT](#) | 2019

MEMBERSHIPS

[ANZIIF](#) | Senior Associate | Certified Insurance Professional
[NIBA](#) | Insurance | Affiliate Member
[FINSIA](#) | Financial Services | Affiliate Member
[AIM](#) | Management | Affiliate Member
[LAW SOCIETY OF WA](#) | Law | Student Member
[AAPI](#) | Psychology | Student Member

PROFESSIONAL EXPERIENCE

[DENTAL ESSENTIALS](#) | ACCOUNT MANAGER
Subiaco, WA | 2015 - 2018

- Provide insurance broking services to medical professionals.
- Leverage medical/health industry market knowledge to formulate pro-active, tailored approaches.
- Form meaningful and lasting relationships with potential referral partners, client groups and industry bodies.
- Develop and implement strategies to grow the portfolio.

[MGIB](#) | INTERNAL ACCOUNT MANAGER
West Perth, WA | 2014-2015

- Team leadership and internal insurance broking role
- Optimize regional operational efficiency and productivity by managing budget, staff and delegating effectively.
- Support top-level decision making and strategy planning.
- Handle client queries, complaints and negotiate best outcomes.

[AVANT MUTUAL](#) | BUSINESS DEVELOPMENT MANAGER
Melbourne, VIC | 2013

- Create, deploy and optimize marketing initiatives.
- Leveraged medical industry and market knowledge to devise proactive, performance-oriented approaches.
- Conceptualize, organize and attend promotional events in collaboration with student and doctor groups.
- Negotiate and prepare medical indemnity insurance contracts.
- Deliver presentations to large groups of junior doctors.

[GUILD INSURANCE](#) | SALES & MARKETING OFFICER
Melbourne, VIC | 2013

- Maintained exceptional knowledge of insurance products.
- Mentor role for all staff.
- Project Management experience
- Identified growth opportunities, design campaigns and execute.

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