

ANTHONY JAMES DUCHENY

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My experience is primarily in the sales and service – primarily, in the insurance industry. Most recently, I was an English Teacher for 3 to 6 year old children in China. My current school year ended last year and, due to circumstances beyond my control, I was unable to sign a contract for another year.

EXPERIENCE

April 2017 – September 2019

English Teacher, Chicago Dan's English School

I created and taught my own lesson plans to 3-6 year old children in both a Public as well as a Private school. I taught phonics and themed English along with basic math and other life skills. I fed children breakfast, lunch and dinner. I escorted the children on four outings every week to various points of interest throughout Beijing. I was Responsible for the general welfare and education of the children in my classroom while the children were there. I prepared monthly reports and met with parents to discuss their child's progress and, if applicable, any issues the child was experiencing in the classroom.

December 2015 – November 2016

Insurance Representative, Drive-It Insurance

My experience is primarily in the sales and service – primarily, in the industry. I've been teaching mostly 3 to 6 year old children in China since April of 2017. My current school year ends on August 31 and, unfortunately, due to circumstances beyond my control, I was unable to sign a contract for another year.

October 2012 – November 2015

Regional Sales Manager, McGraw/Pacific Specialty Insurance Services

With all of Southern California as my territory, I defined prospective agents and brokers for company appointments, identified roll-over opportunities, procured all needed paperwork for appointments, developed strong relationships with agents and brokers to increase production and profitability, kept agents informed of product enhancements, production and loss results and suggested methods to improve performance, provide agency training and insurance/underwriting education and instruction to owner(s), manager(s) and staff on our products and website, participated in industry events/trade shows and other assigned/required duties as directed by the VP of Sales & Marketing.

September 2000 – May 2006

Owner/Operator – Absolute Insurance Services

Owned and operated my own insurance agency. Performed all daily tasks associated with running an insurance agency including decisions regarding advertising, creating and implementing policies, underwriting, quoting and selling insurance policies, customer service, marketing and any other tasks associated with running an insurance agency. I sold my insurance agency after receiving an offer to purchase it.

EDUCATION

June, 1986 – High School Diploma – Marshall School, Norwalk, CA

SKILLS

Able to communicate with all levels/types of people • ability to “mirror” customer and interact appropriately to gain trust & relationship • accurate typing of 85-90 wpm • advanced internet skills including searches • an educator as well as a sales person • I do what it takes to get sale, punctual & goes the extra mile • proficient at ms office applications (word/excel) • proficient with light computer repair/maintenance/networking

INTERESTS/ACTIVITIES

I enjoy creating websites, I'm a “Rescue” certified SCUBA diver, I enjoy hiking, flying “Cessna” airplanes, off-roading, camping, snow skiing and I am in love with my dogs (and animals in general).