

**Mr. Rene Alvarez**  
**1508 Mantua Avenue**  
**Coral Gables, FL 33146**  
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**OBJECTIVE:** Seeking a position that will utilize my skills and experience where there is an opportunity for growth.

**EXPERIENCE:** 05/08 – Present N.S.I. Insurance, Inc Florida, Puerto Rico & Caribbean  
V.P. Commercial Insurance

Responsible for new business development and sales for local and international clients. Focus is on multiple commercial risks including healthcare, municipal, automotive, utilities, construction contractors, professional liability and group benefits. Establish relationships with elected officials, municipal managers, directors and decision makers. Exceeded established sales goals and manage new goals and production of the sales team.

08/10 – Present Bioplus Specialty Pharmacy Florida, Puerto Rico and Latin America  
Healthcare Risk Consultant (1099)

Responsible for the new business development to hospitals, health plans and specialists. Establish relationships with Pharmacy and Medical Directors, community healthcare administrators, case managers and health department officials. Serve as community liaison and create partnerships with HIV and Hepatitis foundations, institutions (JMH and Veterans Hospitals), county health departments and support groups. Build relationships with local, state and federal elected officials to provide hepatitis and infectious disease education.

05/01 – 05/08 SANOFI-AVENTIS Pharmaceuticals Inc. Miami, FL  
Senior Executive Hospital Account Manager

Responsible for the new business development and sales to physicians, pharmacies and hospitals. Develop long term relationships with Key Opinion and Thought leaders, Decision makers, PNT members, Pharmacy and Medical Directors of all managed care organizations, and long term care facilities. Additional responsibility includes MRI centers, skilled nursing and home health facilities and infusion centers. Regional trainer and management development associate.

8/89 – 05/01 STATE FARM INSURANCE CO. Miami, FL  
Insurance Sales and Operations Manager

Managed the growth of our target market with results of increasing sales. Provided risk management for commercial and large wealth personal lines clients. Generated new business and increased growth yearly. Consistently exceeded all sales goals. South Florida catastrophe team leader, coordinating emergency operations for all Miami-Dade county agents. Unified 15 sales representatives into a well-organized sales team through implementation of effective managerial skills resulting in corporate recognition for outstanding sales performance. Supervised daily agency operations.

**EDUCATION:** 1995 Florida International University Miami, FL  
B.B.A. International Marketing and Management

**LANGUAGES:** Fluent in English and Spanish.

**LICENSES:** Florida General Lines 2-20.  
Florida Life, Health and Annuities 2-15.

**BOARDS AND COMMITTEES APPOINTMENTS:**

City of Coral Gables Traffic Advisory Board 2011 – Present.  
Chairman Coral Gables Public Safety Board 2006 – 2008.  
University of Miami / City of Coral Gables Community Relations Board 2009 – 2011.  
Miami Dade County Office of International Economic Trade Development Board 2008 – Present.  
Miami Dade County Efficiency and Proficiency Commission 2010 – 2012.  
City of Miami Beach Police Department Citizens Training Academy Alumni 2011.  
Miami Dade County East – West Corridor New Business Development Committee 2008 – 2010.  
Public Health Trust 2002-2004.