

Mr. Rene Alvarez
1508 Mantua Ave
Coral Gables, FL 33146
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Rene.Alvarez@att.net

EXPERIENCE: 1/08 – Present
President

R.A. Insurance, Inc.

Florida

Responsible for the sales of insurance products and risk consulting to hospitals, attorney and physician group practices, contractors, municipalities, schools, transportation and not for profit organizations. Focus includes establishing relationships with decision makers, managing local operations and production goals.

10/11 – Present
Partner/Consultant

M&A Healthcare Consultants, Inc.

Florida and Puerto Rico

Responsible for the contracting and new business development for healthcare entities. Targets include health plans, hospital systems, GPOs, wholesalers and governmental health providers. Negotiate contracts for products in new and existing territories, establish protocols and build relationships with Decision Makers. Conduct analysis of current prices, contracts and negotiate terms that guarantee revenues. Conduct financial and budget reviews to forecast marketplace sales and goal attainments

5/01 – 6/10

SANOFI-AVENTIS Pharmaceuticals, Inc.
Senior Executive Hospital Account Manager-Interim District Manager

South FL

Responsible for selling and contracting of products to hospitals, assisted living facilities, corrections department and specialists. 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. Managed 12 sales representatives including goal setting, reviews, budgets and human resources activities.

9/87 – 05/01

STATE FARM INSURANCE, Co.
Insurance Sales and Operations Manager

Miami, FL

Managed the growth of our target market with results of increasing sales. Provided risk management for commercial and personal lines clients. Generated new business and increased growth yearly. Consistently exceeded all sales goals. South Florida catastrophe agency team leader, coordinating emergency operations. Unified sales representatives into a well-organized team through implementation of effective managerial skills resulting in corporate recognition for outstanding sales performance. Transitioned property and casualty sales to new State Farm focus of Life, Auto and Bank products. Supervised the daily agency operations with over 18,000 policyholders.

EDUCATION: 1995

Florida International University
B.B.A. International Marketing and Management

Miami, FL

LANGUAGES: Fluent in English and Spanish.

LICENSES: FL Insurance 2-20

BOARDS AND COMMITTEES APPOINTMENTS:

City of Coral Gables Code Enforcement Board Member 2014- Present.
Miami Dade County Enterprise Zone Committee Member 2013 – Present.
City of Coral Gables Traffic Advisory Board Member 2012 – 2014.
Chairman Coral Gables Public Safety Committee 2007 – 2009.
University of Miami School / City of Coral Gables Relations Board Member 2009- 2011.
Miami Dade County International Trade Board Member 2008 – 2012.
Miami Dade County Proficiency and Efficiency Commission 2010 – 2011.
Chairman Miami-Dade County Board of County Commissioners Health Task Force 2005 - 2007.
Miami Dade County-Baptist West Kendall Hospital Corridor Advisory Board Member 2007 - 2009.