

Michael A Hayden

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Objective

A dedicated and enthusiastic individual seeking a position in the Insurance Industry, where I may utilize my marketing, interpersonal and analytical skills.

Education

Illinois State University, Normal, IL
Bachelors of Science in Marketing December 2008
Bachelors of Science in Insurance **GPA: 3.05**

Professional Experience

Marsh USA • Chicago, IL Feb. 2009 – Present
Risk Analyst

- Participating in the analysis of clients' existing insurance programs and requirements by reviewing current policies and formulating recommendations for customized risk solutions;
- Writing research reports for assigned accounts that highlight their business risks;
- Preparing proposal presentations for existing and prospective clients;
- Attending client meetings as a team member;
- Work side by side with a team of risk professionals to help evaluate client accounts and assist with new client development
- Analyzing client data and compiling research using databases and other computer systems
- Marsh Buddy Program – Act in a peer mentorship capacity to a specified Marsh summer intern

State Farm • Peoria, IL May 2008 – Aug. 2008
Agency Intern

- Provided superior customer service to each customer by building a personal relationship with each individual
- Assisted in development of local advertising strategies
- Researched current and potential internet lead providers
- Assisted in handling potential claims

COUNTRY Insurance • Normal, IL May 2007 - May 2008
Life/Health Underwriting Intern

- Use a variety of tools to analyze and properly classify applicants for life insurance
- Evaluated the risk and exposure of perspective clients
- Determined the suitability of the amount and purpose of insurance
- Determined the insurable interest of the beneficiary

Caterpillar • Peoria, IL May 2004 - Sept. 2004
Intern

- Provided assistants to Cribs General/Requirements
- Collaborated with Internal certification teams
- Prepared analytics for monthly Cribs assessment

Activities

- Illinois State Young Alumni Network Steering Committee Member Summer 2010
- Chicago Marathon – Volunteer Fall 2009
- Chicago Great Urban Race – Volunteer Summer 2009
- Member of Delta Sigma Pi –Professional Business Fraternity Aug. 2006 – Dec. 2008
- Member of Gamma Iota Sigma - Professional Insurance Fraternity Jan. 2008 – Dec. 2008

References available upon request