

Confidential Resume of

Antonio Paulo Pinto

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INSURANCE BROKERAGE FIRM ESTABLISHMENT & MANAGEMENT

Business Development ♦ Strategic Planning ♦ Budgets ♦ Market Analysis ♦ Promotion Partnerships ♦ Operations ♦ Relationship Management ♦ Regulatory Compliance

DYNAMIC, SELF-DRIVEN AND RESULTS-FOCUSED **BUSINESS LEADER** WITH **MBA** AND OVER **10 YEARS** OF EXECUTIVE LEVEL EXPERIENCE DRIVING BUSINESS GROWTH, MARKET EXPANSION, CUSTOMER SATISFACTION, RELATIONSHIP MANAGEMENT AND STRATEGIC THINKING.

CAREER TRACK

DIRECTOR BUSINESS & PERSONAL BENEFITS

2/2011 – present

FRAZAO INSURANCE AGENCY, LLC

Trumbull, Connecticut

Establish a profitable Life & Health Division at an existing Property & Casualty insurance brokerage firm financially centered around Health Insurance products. Devise and drive productivity, customer satisfaction, marketing, financial and operational strategies to achieve goals for growth.

- ▶ **Expand product offerings** with a full suite of L&H products to the existing P&C clients, primarily composed of Individuals and Small Businesses with fewer than 20 employees.
- ▶ **Establish and Manage vendor relationships** with vendors and external agencies.
- ▶ Cultivate existing loyal client base and **leverage existing relationships** to achieve first year profitability and growth targets for the newly established L&H Division.

ARRA PROJECT MANAGER

11/2009 – 9/2011

CITY OF WATERBURY – DEPARTMENT OF EDUCATION

Waterbury, Connecticut

Oversee the newly established ARRA Department managing over \$13 million of federal grant funds for the Waterbury Public School System awarded through the Title I and IDEA Grant Programs.

- ▶ Responsible for **financial oversight**; compliance, state and federal reporting, purchasing, and relationship management between union and non-union school system departments.

KEY ACCOUNT - ACCOUNT EXECUTIVE

1/2008 – 11/2009

UNITEDHEALTHCARE, INC.

Hartford, Connecticut

Enhance and expand relationships and the market presence within the brokerage community for UnitedHealthcare's product lines for Commercial Accounts and all Connecticut Public Sector entities with 100 to 3,000 member contracts, including new product design and development.

- ▶ Enrolled over 2,000 members and **generated over \$15 million in Revenue** in 18 months.
 - ▶ Nationally ranked in **Top 3** for "Broker Development" and **Top 10** for "Specialty Sales" in 2009.
 - ▶ Responsible for **Public Sector** new business opportunities in Connecticut under 3,000 members.
 - ▶ **Cultivate relationships** between matrix partners to quickly address client requests.
 - ▶ Coordinate with **MEHIP** Administrators on program design and 2010 program vendor transition.
 - ▶ **Advise on HealthRe** account administration methodology and **the establishment of ACT-CT**.
 - ▶ Cultivate and expand relationships with **Chambers of Commerce** throughout Connecticut.
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Continued

Antonio Paulo Pinto

CHIEF EXECUTIVE OFFICER

APP FINANCIAL SERVICES, LLC

4/2002 – 1/2008

Waterbury, Connecticut

Establish and market a profitable insurance brokerage firm specializing in health insurance products in the State of Connecticut. Create processes and procedures to optimize productivity, efficiency, customer satisfaction and regulatory compliance.

- ▶ **Partnered with business groups** in educating and promoting the launch of HSA Health Insurance Plans in 2004 to include Chambers of Commerce and Manufacturing Associations.
 - ▶ Recognized by the *New Haven Business Times* among its **2006 “Forty under 40”** up-and-coming business professionals in New Haven County.
 - ▶ **Authored and published an educational book** for the Individual and Small Group market titled: *The Health Insurance Handbook: Understanding & Shopping for Health Insurance*
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PUBLIC SERVICE

BOARD OF ALDERMAN, CITY OF WATERBURY

July 2009 – December 2009

BOARD OF EDUCATION COMMISSIONER, CITY OF WATERBURY

November 2007 – July 2009

- ▶ Chair of Finance & Transportation Committees

RETIREMENT BOARD COMMISSIONER, CITY OF WATERBURY

July 2006 – November 2007

LEARNING CREDENTIALS

Rensselaer Polytechnic Institute – Troy, New York

MASTER OF BUSINESS ADMINISTRATION

1999

BACHELOR OF SCIENCE – CHEMICAL ENGINEERING

1998

CERTIFICATES & LICENSES

State of Connecticut Resident Producer Licensed: Life & Health, Property & Casualty

State of Connecticut Licensed Certified Insurance Consultant: Life & Health, Property & Casualty

ORGANIZATIONS & ASSOCIATIONS

Small Business for a Healthy Connecticut – *Advisory Committee Member (8/2011-present)*

Connecticut Community Foundation – *NAI Committee Member (2008-present), Fund Founder (2009)*

United Way of Greater Waterbury – *Voting Board Member, Leavenworth Society Donor (2009-present)*

Portuguese Sport Club, Inc. – *President, 2010*

SOFTWARE PROFICIENCIES

Microsoft Word / Excel / PowerPoint ▪ Various Financial & Insurance Systems

MILITARY SERVICE

Commissioned Officer - United States Army National Guard & United States Army Reserve
2 Achievement Medals ▪ Letters of Commendation ▪ 12 Years of Service ▪ Honorable Discharge

PERSONAL

Willing to perform work-related travel

REFERENCES AND FURTHER DATA PROVIDED UPON
ESTABLISHMENT OF MUTUAL INTEREST