

Tony Provenzale

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(214) 801-5203

EXECUTIVE MANAGEMENT

Highly accomplished, seasoned Executive with domestic and international experience in operations, P&L management, product distribution, strategic positioning, technology development, acquisitions, and strategic planning with both startup and growth organizations. Results-oriented, decisive leader with unquestioned integrity and proven success in new market identification, strategic thinking, and problem solving. Proven track record of increasing sales, global market share, and profitability.

CORE COMPETENCIES

Visionary Leadership
Strategic Business Planning
Global Strategic Alliances
P&L Management
Market Identification
Acquisitions & Mergers
Operations Management
Global Product Management
Mentoring & Coaching

PROFESSIONAL EXPERIENCE

Directly responsible for producing and sustaining substantial reinsurance and brokerage revenue derived from super regional insurance companies, specialized insurance companies, single state operations and residual market companies. Trained in composing and interpreting reinsurance contracts and various styled adjustments. Interacting with key insurance and reinsurance executives both domestically and internationally. Responsibilities ranged

from solving complex reinsurance needs to developing innovative reinsurance products designed to accomplish unique solutions to uncommon problems.

EMPLOYMENT HISTORY

BMS Intermediaries, Inc. Dallas, TX August 2006 - Present

Assisted in the development of a Home Office Property and Casualty production team designed to enhance the identity of BMS in the Southwest. Responsibilities included developing marketing strategies, coordinating with branch offices throughout the US as well as the parent company in London.

Benfield, Inc. Dallas, TX August 2001 - August 2006

Coordinated cumulative brokerage revenue from diversified carriers representing in excess of \$1 billion of insurance premiums. Efforts included developing production and account maintenance strategies; contract wording and premium and loss collections for domestic, London and many international markets.

Guy Carpenter (including Sedgwick Re/John F. Sullivan
Dallas, TX 1985-2001

Branch Manager experienced in production and management of business and staff in the southern region of the United States. Analyzed, designed and implemented diversified and complex solutions for insurance companies requiring assistance in balance sheet protection, capital raising and accumulation of aggregate risk.

(Sten Re Cole & Associates, Scor Reinsurance Company, General Reinsurance Corporation) January 1971 - September 1985

EDUCATION

Bachelor of Arts with majors in both Psychology and English Literature,
University of Arizona, Tucson, AZ January, 1971

Southwest Insurance Information Services Program Committee

Panelist at various insurance industry functions inclusive of University of Texas Insurance Department guest lecturer, Big I Day Alabama and various Reinsurance Seminars

Published in Texas Insurance Journal

References available upon request