

Julie Dorenbos

Experience

Skin Palette

Owner, Philadelphia, PA

2010 – Present

ING USA ANNUITY AND LIFE INSURANCE COMPANY

December 2007 – November 2009

Business Development Manager, West Chester, PA

- Completed Regional Vice President Development Class- extensive training on presentation skills, territory management, and budgets
- Partnered with the Head of Business Development in the Independent Channel
- Established opportunities in the firms and proactively developed relationships with back office contacts
- Skilled in product competition
- Maintained quarterly sales reporting and firm research

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November 2005 – December 2007

Internal Wholesaler, West Chester, PA

- Won 2007 ING Sales Desk Annual Excellence Award
- Served as a member on the Sales Advisory Council
- Worked one-on-one with Billion Dollar Club Regional Vice President
- Built new and maintained existing relationships in the NJ, Wirehouse territory
- Achieved Quarterly Excellence Award in 2006

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November 2004- November 2005

Sales Associate, West Chester, PA

- Provided professional sales support to financial advisors through inbound calls
- Developed sales leads for Internal Wholesalers
- Positioned ING products to meet client's needs

Safe Harbor Financial

Sales Internship, Philadelphia, PA

Summer 2003

- Assisted full-time sales managers with product illustrations, client service and processing procedures for fixed annuities and life insurance

LICENSES

Series 6, Series 63, Series 65, Life Insurance
