



JAMES JOSEPH WILLIAM YORK - RESUME
@JamesJWYork | <http://uk.linkedin.com/in/jamesjwyork>

Innovate | Iterate | Emanate

I've created brands that have opened doors for me, led me to interview people of renown and constantly expanded my network. I've hired, downsized, procured, negotiated and augmented. I am, perhaps, the youngest man in Britain's insurance market to have fully managed the full process production of a new consumer product within a niche market. With age and experience I've improved my decision making skills. I've tested new techniques and embraced pioneering ideas such as commission transparency, pre-packaged insurance and I continue to innovate weekly.

I'm proud to be an activist inside the industry, with a focus on customer service delivery throughout the supply chain. I volunteer with a number of institutions to contribute as best I can.

- Board Member, Insurance Broking Faculty, CII
- Board Member, Digital Collective, Post Magazine
- Campaign Partner, Insurtech Futures, Insurance Age

Aptitude:

- Business Development mindset
- Creative Mind with prolific innovation productivity
- Strong networking skills and constructive positivity
- Intrinsically strategic approach
- Able to plan, manage and deliver effective initiatives
- Imbued with natural initiative and self-starting drive
- Broad and unique skills in multiple verticals
- Unfazed by challenges, but experienced enough to approach with prudence

Specific Skills:

- Strategic conception
- Brand creation & creative planning
- Digital Project Management & Procurement
- Copywriting & Editorial management
- Celebrity Contract Negotiation
- Public speaking and confident pitch presenter
- Podcast presenting & celebrity interview skills
- Adobe Creative Suite Proficiency (Ai, ID, Ps)
- Social Media audience building

ACADEMIC QUALIFICATIONS:

Professional Study:

Dip CII qualification - 2009

Post Graduate Study:

2002-2003: University Of Southampton

MSc (Hons) Global Politics

Degree:

1999-2002: University Of Southampton

BSc (Hons) Economics and Management Science 2:2

(Entrepreneurial Management and Strategic Management modules: 1st Class honours)

A-Levels:

1997-1999: BHASVIC, Dyke road Brighton.

Economics B History B Maths D General Studies A.

GSCE's:

10 GCSE's A*-B, A in Maths and English, A* in Physical Education.

EMPLOYMENT HISTORY:

Founder - Worry+Peace, Innovative Risk Ltd. - Directly Authorised by FCA

April 2014 - Present

Having tested my skills of creating something new, I applied and was approved as a directly authorised insurance broker. We transitioned the AR business into the new business through '14. I've since launched a new flagship brand and successfully grown it in a brutally tough environment. I'm loving every minute. But I have a new family! So I'm obliged to explore options regularly.

Appointed Representative to Towergate

May 2008- 2014

Following my dream of running my own business, in conjunction with two other shareholders, I founded an insurance retail website insurance4everyone.co.uk. I also launched a number of other technology initiatives. I4E still operates to this day.

Sports Broker / Business Development Senior Executive:

October 2005 – 2008: THB Group Plc

I managed the development initiatives of our Professional Golf account and brokered multiple classes of insurance. This role also included sales and the generation of new business. The broader role required strong input in networking, cold calling, initiating sponsorship programmes & negotiations, marketing strategies and marketing material for the Sports team.

Assistant Underwriter

Jan 2005- October 2005: WR Berkley Insurance Company

Number two Underwriter on a high growth multi-class account; also assisted on the Professional Indemnity book from Australia. A role with responsibility, I compiled quotes, developed business with regional brokers and assisted with marketing strategy.

Underwriting Assistant

October 2003- January 2005: Catlin Syndicate

Assistant underwriter in the Marine Hull division, filing, system reporting and long-term training formed the bulk of the role. It proved to be an excellent introduction to the insurance market and office place post graduation. My contacts

NOTABLE:

One Captain & Club Colours: Southampton University Football Club 2001-2002.

- Two-time Nominee shortlisted for P&G Grooming Blogger of the Year
- Self-taught guitarist
- Keen Sportsman and avid reader

Personal Details:

Date of Birth: 30/04/1981

Nationality: British

Full Driving License

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REFERENCES:

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On request.

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