

JULIE E. DRENKAHN

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PROFESSIONAL EXPERIENCE

Account Associate - Commercial Lines, PayneWest Insurance

Missoula, MT August 2021 – Present

- Manage new and renewal insurance marketing efforts including negotiating with carriers, preparing presentation and proposal materials, collecting customer information, and ordering insurance policies from carriers
- Continuously monitor, record, and update client's accounts from incoming customer and carrier service requests such as processing Proofs of Insurance Certificates/Evidences, filing claims, endorsing policies to make accurate change requests while using company software Applied Epic
- Work closely with team Producer and colleagues to find and follow-through on up-sell and cross-sell opportunities
- Ensure all customer needs are met and/or exceeded with resolutions that are openly communicated to team Producer and colleagues
- Active Insurance license in the State of Montana for Property, Casualty, and Surety
- Involved member of Missoula's "Fun Reach Out Group" (FROG) which plans quarterly office events

Business Development & Sales Account Manager, GMP Nutraceuticals

King of Prussia, PA January 2018 – September 2020

- Successfully pioneered a newly developed sales team and acted as the first point of contact for existing, newly acquired, and potential customers
- Leveraged expertise of the industry across real-time market leads, and ensured excellent customer experience from acquisition to close
- Strategically researched and marketed different creative channels of outreach for a highly competitive market and industry to generate new business and continue ongoing growth (website redesign and maintenance, periodic blog posts, online direct contact with interested companies, trade show outreach, print ads, and etc.)
- Created and maintained project timelines and status reporting by ensuring the client, external vendors and company met/exceeded the original projections Identified potential process improvement and opportunities for growth based on sales performance to the President, COO, and team leads

Research & Development Manager, GMP Nutraceuticals

King of Prussia, PA June 2017 – October 2019

- Directed the ongoing success of the R&D department by sourcing and tracking raw materials, packaging, and generating formulations for new, existing, and future projects in a FDA and cGMP regulated facility
- Supervised all aspects of designated project with accountability of meeting agreed timelines, budgets, and performance quality
- Advised all internal cross functional teams and customers on knowledge of current industry trends, industry leads, and market research to ensure maximum growth, profitability, and overall preparation of industry fluctuations both current and past
- Worked collaboratively with all internal cross functional teams on new product development, ingredient formulations, and to resolve ingredient and future project scopes

Marketing Administrative Assistant, GMP Nutraceuticals

King of Prussia, PA July 2015 – June 2017

- Record and maintain all incoming raw materials regulatory paperwork such as Certificate of Analysis (COA), Specification Sheets, Nutritional, Organic Certifications, Pricing, etc.
- Coordinate all approved raw materials and finished products through R&D using multiple softwares that interconnect several internal departments
- Accurately record and analyze COA reports to ensure product falls within appropriate specifications and is accurately produced before QA/QC reviews and releases from quarantine

EDUCATION

Bachelor of Arts, Advertising: Temple University, Klein College of Media and Communication
Philadelphia, PA 2011-2014