

Dennis R. Gonzalez

Recent Employment History:

Aconcagua Investments, LLC. Owner, Real Estate Investment Company Investing in new build projects.
Built/Flipped and sold 18+ units in the past 6 years.

Silverlake Investments, LLC / Mountaintop Investments, LLC / Twin Creeks Investments, LLC

- Managing Member for a 3 real estate holding companies that owns and manages 28 units in the same town-home complex

Player's Health, Senior Underwriter & Program Underwriting Administrator 12/2021 - Present

Underwriting and Creation of Online Focused Sports Insurance start up

Sportunderwriters.com, Program Administrator Underwriter, 11/2009–11/2021

- Manage sales, marketing, business development and program underwriter for 3 carrier products to rate, quote, bind and service broker's accounts for an online focused program administrator insurance provider delivering sports and special event products to insurance agents and brokers nationwide.
- Program administrator for 3 carriers, manage 400 of Sport Underwriters authorized brokers submissions which include underwrite, rate, quote, bind, issue, and service policies on behalf of the carrier, up to their written authority
- As an MGA administrator underwriter I handled the all underwriting, rates, quotes, binding, issuing, and servicing policies on behalf of the carrier, up to their written authority

Keeping It Clean, Inc, Managing Partner, 2008- 2013

Provided Denver area property management companies and local builders with unit make ready services which included painting, cleaning and carpet cleaning services.

- Identified and developed customer relations between property managers and the services offered by Keeping It Clean.
- Responsible for growth, stability, direction and everyday operation of the business. This included meeting with employees, property managers and owners, service vendors and product suppliers.
- As a managing partner hiring, firing, setting budgets and comparing actual income and expenditures, administrative duties to include inventory reports, tax record keeping, payroll and paying the suppliers invoices.
- Marketing included networking, direct selling and entertaining clients

The Camp Team Sports Insurance, Producer/Agent, 2001 – 2009

Reported directly to the President/COO of Camp Team Insurance Agency, a specialty lines brokerage providing retail and wholesale insurance services in the sports and entertainment market. Completed a 5 year turn around agreement and set the company on track toward sustainable profitability and sales growth.

- Effectively managed all aspects of company operations including Sales, Marketing, Accounting, Customer Service, Product Development, Finance, and Underwriting.
- Insurance Sales – Sports related, commercial and personal lines of insurance.
- Director of Amateur Sports.
- Developing all marketing materials including paper mail outs, emails, internet website updates with web master and general verbiage used every day on the internet and phone to maintain client interest.
- Maintaining direct contact with all prospects & current customers.
- Doubled agency premium in 2005, 2006 & 2007.
- Supervisor of two Spanish-speaking employees. Reporting to and from agency owner and assuring that there are no interpretation errors amongst company employees and management.

- Translating and interpreting documents and insurance policies for Spanish-Speaking customers.
- Secured financing, and restructured the company to return it to profitability with a sustainable and scalable infrastructure.
- Returned the company to positive cash flow and profitability, reversed a negative sales trend, and created consistent sales growth within 12 months.
- Effectively reduced staff and operating costs by over 50%, and simultaneously improved marketing of products and customer service.
- Realigned carrier relationships to increase commissions, established more competitive pricing and coverage for core insurance programs, redesigned product offerings to more effectively meet customer requirements, and gained more visibility and control over claims and program profitability.
- Developed an e-Commerce marketing and sales channel, and effectively expanded a high volume, small premium-per-client block of business.
- Successfully expanded the scope of company operations and gained market share in a soft, competitive niche market.

Aconcagua Language Solutions, Inc., President 2001 – 2008

Provided contract, turn around consulting services to distressed companies. Provided services for four different clients before accepting a full time position as COO of Gagliardi Insurance Services.

- Specialized in streaming operations to restore positive cash flow and profitability as quickly as possible through reductions in staff, renegotiation of vendor contracts, and reduction or elimination of non value added activities.
- Implemented technology solutions that included the development and integration of customer relationships management, customer web fulfillment, accounting, and warehouse management systems.
- Contracted interpreters ready to do interpretation, translation and transcription in more than 15 languages.
- Specialized in medical, legal and social services interpretation and Translation..
- Spanish and English interpretation on phone, computer or in person.

Education:

Bachelor of Arts – Spanish and Liberal Arts

- Colorado State University, GPA 3.25, 1992.
- University Of Valencia - Exchange Student – Major in Spanish 1991

Licenses and Professional Certifications:

Insurance License; Life, Health, Fire and Casualty

- Resident State of Colorado. Licensed in all 50 USA States

Other Relevant Experience:

Business Training Classes

- “World’s Greatest” Marketing Seminar – 65 hour course
- Millionaire School and Note Buying Seminar 68 hour course