

James Thursby

Profile

Goal oriented professional with successful experience in sales, marketing, technical knowledge, and the insurance industry. A skilled communicator, persuasive and adaptable with the ability to speak to large audiences. Keen insight into companies and insured's needs and views. Self motivated with initiative and focus. Articulate and professional in presentation. Computer literate in Microsoft Word, Excel, Adobe, Xactimate and Symbility.

Work Experience 11/05-present

Independent Claims Adjuster -Diversified Adjusting Services
-Carolina Claims Services
- Premier Claims Adjusting
- Bayside Claims Adjusting

*Approximately 1,750 non-commercial claims completed since starting, not including 325 re-inspections completed. Both daily and catastrophe claims.

1/02 – 12/04

Sales Representative/Store Manager - Auto Body Express

*Provided technical service to both walk-in customers and existing accounts.
*Maintained store organization, cleanliness and merchandised when needed.
*Managed store staff as well as outside sales representatives by ensuring the orders placed were filled in a timely and accurate manner.

10/01 – 10/05

Aircraft Restorer - Tiger Jones Aircraft

*Responsible for restoration of Grumman Tiger aircraft including; painting, fabrication, wiring, installation of avionics, and final assembly.

5/98 – 10/01

Sales/Technical Manager – Europa Aircraft Company

* Provided customers with detailed product/pricing/shipping and financing information and qualified sales leads using extensive telephone contacts.
* Researched and developed effective selling/marketing techniques which increased sales by 35 percent.
* Developed positive relationships with prospective buyers, customers, vendors and industry competitors.
* Planned, organized and conducted monthly weekend workshops.
* Coordinated multiple customer sea containers that were shipped from the UK to the customers' closest port.
* Organized all shows and weekend fly-ins in their entirety from budgeting, accommodations, scheduling, to exhibit set-up.
* Provided Technical Support to over 220 customers.
* Brought in over \$3 million in sales in 3.5 years.
* Attended Chamber of Commerce, EAA, AOPA and NBAA events on a regular basis.

4/95 – 5/98

Sales/Technical Account Manager – Akzo Nobel Coatings

- Sherwin Williams Automotive Finishes
- Sunbelt Coatings

* Responsible for obtaining sales goal and developing weekly and monthly sales action plans.
* Maintained key clients and called on prospects by ensuring customer satisfaction while meeting all company standards.
* Prepared competitive cost analysis and presentations for potential customers.
* Organized and conducted product training and familiarity classes.
* Performed intensive customer training on new and existing products.
* Increased clientele in a very competitive industry by 20%.

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Education

10/05

Central Insurance School

- Clearwater, Florida

2/98

Sales Training Akzo Nobel Coatings

- Atlanta, Georgia

3/97

Sales Training Sherwin Williams

- Atlanta, Georgia

3/95

Private Pilot License

- Plant City, Florida

Current Extra-Curricular Activities

Flight Crafters Inc.

- Build aircraft components.

Eric Warren Designs

- Custom built motorcycles and paint.

Alexander Sportair Workshops

- Conduct training workshops on building aircraft for up to 50 people in each class.

Memberships

Experimental Aircraft Association

Aircraft Owners and Pilots Association

American Motorcyclist Association

References

Furnished upon request