

Irina Ungureanu

AGENCY MANAGER
SENIOR EXPERT



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Cladirea Afi Brasov

Education

2004-2008

Graduated
Transilvania University of Brasov
Faculty of Food Industry and Tourism
Class of Tourism and services

1997-2001

Graduated
National College of Economy
Andrei Barseanu - Brasov

1989-1997

Graduated
Pedagogical School Andrei Muresanu - Brasov

"Leadership is not about being in charge. It is about taking care of those in your charge." – Simon Sinek

Experience

2020-PRESENT DAYS

AGENCY MANAGER SENIOR EXPERT
METLIFE

2006-2020

UNIT MANAGER SENIOR EXPERT
ALICO/METLIFE

2001 - 2006

FINANCIAL ADVISER
AIG 



Languages



Romanian | Native
English | Intermediate

Skills

Communication skills - ability to clearly explain the benefits and limitations of different plans. Includes active listening, giving constructive feedback, and conveying important information

Customer Service Orientation - Ensuring that the unit delivers high-quality service to clients, addressing their needs and resolving issues promptly

Analytical Skills - analyzing sales data, market trends and financial reports to make informed decisions and develop strategies

Attention to Detail - ensuring that all paperwork is accurately completed and that policies providing excellent service, addressing client concerns and maintaining positive relationships with clients

Leadership skills - ability to clearly explain the benefits and limitations of different plans. Includes active listening, giving constructive feedback, and conveying important information

Reward and recognition

EMEA REGIONAL CONVENTION QUALIFICATIONS

- 2015 - EMEA Reykyavik, Iceland
- 2016 - EMEA Mauritius
- 2017 - EMEA Sydney, Australia
- 2018 - EMEA Venice, Italy
- 2019 - EMEA New York, USA
- 2022 - EMEA Stockholm, Sweden
- 2023 - EMEA Bali, Indonesia
- 2024 - EMEA Vancouver, Canada

Titles

- 2006 - 2020 - Unit Manager of the Year and Unit Manager VIP
- 2020 - Agency Manager
- 2021 - Agency Manager Rocky of the Year
- 2022 - Agency Manager of the Year
- 2023 - Agency Manager of the Year
- 2024 - Agency Manager leading 45 agents and 7 Unit Managers