

## Contact

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## Top Skills

Management

Sales

Risk Management

# Ralph M Malafronte

Exec.Vice President, United Agencies / High Ground Ins. Services  
Torrance, California, United States

## Summary

My former role included helping our agency recruit, hire, mentor and develop individuals who were interested in beginning a career as a commercial insurance broker/agent, individuals who were interested in further developing their book of business and individuals who were looking to transition (and be compensated for) their book of business to the next generation of professional insurance brokers.

I look forward to helping individuals achieve their goals wherever they are in their current career.

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## Experience

Retired

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July 2019 - March 2024 (4 years 9 months)

United Agencies / High Ground Ins

Sr. Vice President

March 2012 - June 2019 (7 years 4 months)

BB&T

Vice President, Insurance Sales and Risk Management Services

January 2000 - March 2012 (12 years 3 months)

Glendale, California

Advised clients on business insurance coverage and available alternative insurance funding techniques . Provided risk management services through company resources. Developed new insurance business relationships.

Neumarket Insurance Services

Insurance Broker

March 1986 - January 2000 (13 years 11 months)

San Fernando Valley, California

I embarked on a new career as an independent insurance broker to help build a small business utilizing the knowledge and experience gained while working

for an insurance company. That knowledge and experience, together with my formal education, provided the basis for helping grow the agency and lead it to a successful acquisition.

### California Casualty Management Company

Asst. Vice President

February 1973 - March 1986 (13 years 2 months)

Held various positions of responsibilities eventually leading to claims and sales management positions. Gained knowledge and experience in claims handling, sales, underwriting and loss control techniques.

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## Education

Pepperdine University, The George L. Graziadio School of Business and Management

MBA, Business · (1974 - 1976)

University of Rhode Island

Bachelors of Science - Business Management, Business Administration, Management and Operations · (1967 - 1971)