

## MICHAEL J. BRANDENBURG

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### Experience:

1989–1994 *American International Recovery* Mr. Laurel, NJ

#### **Technical Supervisor & Marketing Representative**

- Supervised technical personnel via both direct interaction and detailed, electronic reviews of open files. Established file reviews to ensure compliance with company guidelines and to provide an opportunity for direction and/or encouragement
- Organized and performed industry training seminars for both wholly-owned subsidiaries of the parent company as well as “outside” companies
- Routinely performed specially requested audits of AIG operations and brokers for company officers and directors
- Continuously monitored financial stability of the sixty-two (62) national salvage vendors providing services to AIG member companies by both reviewing Dun & Bradstreet (or similar) reports and/or performing on site audits
- Established and maintained a healthy relationship with our largest “inside” business client, New Hampshire Specialty Insurance Company

1994–Sept. 2001 *Stoner & Company* Philadelphia, PA

#### **Branch Manager**

- Personally responsible for the profitability, staffing, budgeting, accounting, supervision, and day-to-day operations of the branch.
- Maintain existing relationships with current insurance company, self-insured, and insurance brokerage client base and develop new business through active and continuous marketing.
- Initiate and conduct our office’s first industry training and continuing education seminars for our customers.
- Service clients in accordance with their specific requests including but not limited to general commercial property loss consultation, inventory preparation, evaluation of damage and loss and liquidating goods for the account of the loss.
- Comply with our customers’ procedures and author detailed file reports, billings, and sales accounts in an effort to thoroughly document our activities on assignments. 1989–1994

Sept. 2001 - Present     *Brandenburg Garver & Associates*     Haddonfield, NJ

**Principal, Co-President**

- Co-founded commercial property loss consultation, inventory preparation, salvage liquidation, and appraisal firm with offices in Haddonfield, NJ and Atlanta, GA
- Responsible for daily operations including marketing, financial management, client consultation and inventory liquidations

**Education:**

1983-1987     St. Joseph's University     Philadelphia, PA

- B.A., Political Science
- B.A., International Relations