

# BRANDON DRAKE VALLDEJULI

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## EDUCATION

University of Florida, Warrington College of Business

May 2027

*Bachelor of Arts in Business Administration*

Gainesville, Florida

- Specialization in Wealth Management; Minor in Entrepreneurship
- Cambridge AICE diploma with Merit 2022

## WORK EXPERIENCE

Loyal Bridge Advisors

December 2025- Present

*Founder and Independent Insurance Agent*

Gainesville, Florida

- Created financial reporting and forecasting models to analyze revenue, track commissions, and evaluate business performance, strengthening planning and decision-making in a startup environment
- Interviewed and built teams supporting website development, branding, and operational growth initiatives
- Reviewed carrier contract language, recommended revisions to executive leadership, and secured approvals that better aligned agreements with business objectives
- Developed compliant sales scripts to support growth, improve client communication, and establish ethical operations
- Led early-stage business development initiatives spanning website development, outreach automation, and marketing strategy, strengthening brand positioning and supporting long-term growth

Aptive Environmental

June 2022 - August 2023

*Team Leader and Route Manager*

Provo, Utah

- Organized daily team meetings and training sessions to strengthen sales skills, contributing to an average 2% increase in weekly sales among first-year representatives
- Fostered a knowledge sharing management theory, encouraging sales tactic exchange, which improved the team's sales-to-service ratio by 8%
- Coordinated weekly car pairings and canvassing territories, contributing to a 3% increase in average doors knocked

Publix

January 2019 - May 2021

*Front Store Clerk*

Boca Raton, Florida

- Ease the shopping process for customers, and help customers pack and take groceries to their carts
- Supervised and trained 4 new employees over a period of five months, ensuring employees were prepared

## LEADERSHIP & INVOLVEMENT

Dedicated Leaders of Tomorrow

August 2023 - Present

*Founding Member*

Gainesville, Florida

- Spearheaded a professional development club to recruit and help 30 individuals establish a well-rounded resume
- Increased member involvement in career opportunities through workshops that helped 2 students secure internships.

University of Florida - Phi Delta Theta

January 2025 - Present

*Academic Chair*

Gainesville, Florida

- Created a study system pairing underclassmen with upperclassmen, increasing new members' GPA by 0.4 points
- Utilized Excel to create personalized study schedules and teach time management skills for new members

## CERTIFICATIONS

- Six Sigma Yellow Belt Certification
- 0215 – Life, Health & Annuities Insurance License
- PADI Open Water Diver

## ADDITIONAL INFORMATION

**Language:** Spanish (Limited working proficiency), Python (limited working proficiency)

**Skills:** Proficient in Microsoft Office Suite

