

# UNITED ALLIANCE SERVICES CORP



## BENJAMIN C. BIANCO

BUSINESS DEVELOPMENT ASSOCIATE

### CERTIFICATIONS

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- Life and Health Insurance Broker/Agent License (MA)
- OSHA 40 Hour 29CFR 1910.120 HAZWOPER Certification
- OSHA 30 Hour 29CFR 1926 Construction Outreach Certification
- OSHA 10 Hour 29CFR 1910 General Industry Outreach Certification
- OSHA 10 Hour 29CFR 1915 Maritime Outreach Certification
- OSHA 16 Hour 29CFR 7600 Disaster Worker Certification
- National Safety Council (NSC) First Aid/CPR/AED Certification

### EDUCATION

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**B.S., Marketing / Concentration in Professional Sales**

Plymouth State University, NH

Ben works passionately and efficiently with our clients to help identify their necessary Training need. His goal is help align customers with the proper training, to accomplish their projects and ultimately assisting to provide the tools that get them home safe at the end of the day.

Working in and out of the office, he meets with client who he feels would, not only work well with him, but also truly benefit from our services. You can look at his mission as identifying wants, needs and Safety goals; And helping them reach them!

He is a degreed sales and marketing professional with experience in the sales industry, hospitality industry, customer services, and B2B/B2C sales. He is proficient in marketing campaigns using website content, blogs and customized presentations.

As a self-directed professional with an ability to present products and es, he ensures a greater success in closing in on sales opportunities. He has the ability to connect with prospects and clients on a personal level to build strong relationships, understanding it may take several touchpoints to earn and build a trust and rapport.

As a member of the UASC team, Ben has written workplace safety and health focused blogs. He has coordinated email marketing campaigns to reach the company's target audience, while crafting industry and audience specific materials to ensure their needs were being understood and met.