



## **Glenn P. Patton** **Vice President, National Sales Management**

Glenn Patton is the Vice President of Roanoke's National Sales Management team where he is tasked with developing and growing sales across all product lines. Mr. Patton's primary goal is to partner with our customers and sales team to ensure their risk management strategy is in-line with their business model. His technical expertise is concentrated in Cargo Insurance, Errors & Omissions, Property/Casualty and Bonds for transportation specialists. This competence, coupled with consistent follow-through, ensures a quality service experience for Roanoke Trade clients. Prior to this role, Glenn was Regional Vice President of our Los Angeles office, where he won the loyalty of new and existing clients with consistent delivery of effective coverage and service. His experience as a claims adjuster when joining Roanoke Trade in 1998 gave him insight into the company's strength in client advocacy and claims settlement expediency. Glenn is an approved Lloyd's coverholder and presently holds underwriting authority for the Watkins Syndicate.

Prior to joining Roanoke Trade, Glenn worked for a property and casualty brokerage firm. He is a graduate of California State University, Northridge with a degree in Finance and is a licensed insurance broker. As a former board of director for the Foreign Trade Association (FTA) of Southern California and a previous board member of the local Organization for Women in International Trade (OWIT), Glenn contributes to the trade community that Roanoke Trade serves. Glenn also conducts various risk management workshops for trade groups, and has been a speaker at the Airforwarders (AfA) and National Customs Brokers and Freight Forwarders of America (NCBFAA) annual conferences.

Roanoke Trade is a division of Roanoke Insurance Group Inc., specializing in insurance and bond solutions for international trade and transportation. Established in Chicago in 1935, Roanoke became a subsidiary of Munich Re and an affiliate of Watkins Underwriters at Lloyd's of London in 2008, and is the North American primary insurer of marine insurance and customs bonds for this worldwide organization. Roanoke Insurance Group employs approximately 200 employees across 10 U.S. locations with its focus on providing targeted insurance solutions backed by agile service and technology.

*In an ever changing world in which we all take certain risks, clients rely on us to help identify what risks are worth taking and what risks can be managed through insurance. What we do is beyond just selling insurance or bonds...we make certain that our clients ascertain peace of mind knowing we are continuously looking out for them and helping eliminate financial losses they can suffer as a result of overlooking specific exposures.*

- Glenn Patton

### Insurance Licenses

- Illinois
- Non-resident Licenses: Arizona, Colorado, Connecticut, Florida, California, Maryland, New Jersey, New York, Oregon, Pennsylvania, Texas, Utah, Virginia, Washington, Wisconsin

### Industry-Related Associations

- Los Angeles Customs Brokers and Freight Forwarders Association
- Foreign Trade Association