David Sneddon

Economics · Data analysis · Business operations · Practical problem-solving

Fredericksburg, Virginia · dasneddon@outlook.com · LinkedIn

Professional profile

Business professional with a BSBA and a major in Economics, combining data analysis, reporting, and process improvement with experience in insurance operations, sales, and account management. Has built database tools and automated operational reporting, analyzed sales and market performance, and translated findings into practical recommendations. Additional experience includes team supervision and development.

Core capabilities

Data preparation and reporting · Forecasting and market analysis · Process improvement · Business operations · Claims investigation and coverage analysis · Stakeholder presentations · Account and distributor management · Pricing and contract negotiation · Budget management · Customer business reviews · Team development and coaching

Technology & analytical work

Microsoft Excel · Power BI · PowerPoint · MSAi · Nielsen · Siebel · SFA · Guidewire ClaimCenter · Mitchell ClaimIQ · Database tools and automated reporting

Academic work uses R and Quarto for data preparation, quantitative modeling, and research presentation. Selected projects explore Canada–U.S. trade, urban proximity and intergenerational mobility, environmental economics, and international relations.

Professional experience

GEICO — Claims Specialist Supervisor

Fredericksburg, Virginia · November 2024–Present

- Built database tools and automated reporting to improve visibility into staffing, licensing, and training.
- Improved audit compliance through clearer documentation standards and structured training.
- Supervise and coach a team of 10 auto liability examiners, providing regular feedback and training on claims practices.
- Enforce fiduciary controls for claim payments and coverage recommendations.

GEICO — Claims Specialist II

Fredericksburg, Virginia · November 2022–November 2024

- Investigated complex multistate auto liability claims, assessed liability, and made coverage determinations and recommendations.
- Applied policy provisions, applicable laws, and regulatory requirements to claim assessments.
- Communicated with policyholders and claimants during claim resolution, maintaining responsive service under pressure.
- Additional claims experience includes reserves and subrogation.

ITG Brands — Division Sales Manager

Oklahoma City, Oklahoma · April 2018–October 2022

- Combined and cleaned sales, distributor, and market data; investigated discrepancies and used analysis to inform forecasts, inventory, assortment, and distribution recommendations.
- Owned forecasts, pricing and contract negotiations, promotional budgets, trade spending, assortment, merchandising, and customer business reviews.
- Used Excel, Power BI, MSAi, and Nielsen for analysis and PowerPoint for customer and internal presentations.
- Managed customer and distributor relationships across convenience stores, independent retailers, chains, wholesalers, and distributors.
- Led, trained, and coached 10–12 representatives across Oklahoma, Arkansas, and northwestern Texas.
- Coached and developed representatives, including two who advanced into management roles.

ITG Brands / Commonwealth-Altadis — Territory Manager

Pittsburgh, Pennsylvania, and Galveston, Texas · December 2011–April 2018

- Managed territory sales and account relationships in a regulated consumer products market.
- Built long-term customer relationships and met territory performance targets.
- Progressed from territory management to division sales leadership.

Education

Old Dominion University

Bachelor of Science in Business Administration
Major: Economics · Minor: Political Science
Cum laude · May 2025

Germanna Community College

Associate of Arts and Science — Business Administration
Magna cum laude · May 2023

Professional development & licensure

The Institutes · CPCU studies in progress; expected completion January 2027. Completed coursework: CPCU 500, CPCU 540, CPCU 551, CPCU 552, AIC 300, and ETHICS 311.

Florida 7-20 All-Lines Adjuster License
National Producer Number (NPN): 20601224

Reciprocal adjuster licenses: Connecticut, Delaware, Kentucky, Louisiana, New Hampshire, New Mexico, North Carolina, Oklahoma, Rhode Island, South Carolina, Texas, Vermont, and Wyoming.