



Claritza Encarnacion

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Background & Experience

Claritza helps financial institutions maximize their profits in their offshore business by quarterbacking resources for building advisor's knowledge of target international clients' needs as well as training on unique planning solutions utilizing Life Insurance. With over 13 years of experience in the financial services industry, Claritza is responsible for developing and growing sales in the High Net Worth Foreign markets.

Prior to joining Brandon in 2016, Claritza served as a Regional Vice President at Sun Life International, responsible for offshore investment sales in Florida, Texas and the Caribbean on the private bank, wire house and independent channel. She also held several roles as VP, Business Development, responsible for key accounts in Latin America and the US. Also Sales Manager, Internal Wholesaler and Life Insurance Case Manager for the domestic and international HNW client. Claritza holds Life and Health Insurance licenses. She lives in Miami, during her free time she enjoys cooking and playing sports. She is fluent in English and Spanish.

Certifications & Education

- Framingham State University - Business Administration, Concentration in Marketing
- LOMA Certifications: Insurance: Life, Annuities and Health