



Vieni joins GFI Insurance as SVP of sales and strategy

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GFI Insurance Brokerage, Inc., one of the leading New York-based insurance firms, revealed that Vince Vieni has joined the company as senior vice president of sales and strategy. In this role, Vieni will be responsible for the development of the firm's overall growth strategy.

An insurance industry veteran with 30 years of experience, Vieni will be part of the executive leadership team responsible for growing GFI Insurance's employee benefits operation through the expansion of the company's sales and service teams. He will also focus on expanding GFI Insurance's client roster to include a greater percentage of large companies, enhancing revenue growth.

"We are thrilled to welcome Vince to our leadership team at a crucial time, as we see great opportunity for growth and expansion," said Brian Gross, GFI Insurance president. "Given Vincent's long history in the insurance industry, we are confident that he will add immediate value to our firm." Vieni's insurance brokerage career started with a consulting firm named H & R Phillips, which was acquired by Wells Fargo Insurance Services in 2001. Vieni served as a senior vice president and employee benefits practice leader, and was responsible for client retention, compliance monitoring, new business and sales presentations.

"GFI Insurance Brokerage, Inc. is an organization with a great foundation, motivated people and a management team willing to invest in its future," said Vieni. "I'm ecstatic to be a part of that investment and to be in a position to make a significant contribution to the company's future growth." Vieni earned a Bachelor of Business Administration from Bernard Baruch School of Business and started his career as a senior group representative for MetLife.

From left to right, top row: Paul Salvatore, partner at Proskauer Rose, LLP; Monty, a graduate of Outreach House; Michael Norton, managing director, Global Property Management at Tishman Speyer, Luncheon Chair, Chairman of the Outreach Board of Directors; Steven Spinola, president, Real Estate Board of New York, 2014 "Man of the Year Award;" Gary La Barbera, president of the NYC Building & Construction Trades Council, Outreach board member; Howard Rothschild, President of the Realty Advisory Board on Labor Relations, Outreach board member, and Neil Sheehan, executive vice president of Outreach. Bottom Row: Paul O'Brien, managing director of the Building Contractors Association, vice chairman of the Outreach board; Thomas Lane, president of the Tile, Marble & Terrazzo B.A.C. Local Union #7 of NY & NJ, 2014 Labor Leader of the Year; Kathleen Riddle, president of Outreach; and John C. Santora, president and CEO, Cushman & Wakefield's Global Corporate Occupier and Investor Services Group and 2014 "Jim Berg Memorial Award" recipient.