

Tim Smith

Chief Sales Officer Carolinas



Tim Smith is the Chief Sales Officer for the Carolinas and Charlotte Market Leader for HUB international. With two decades of executive leadership experience building and managing sales and service teams, shaping corporate strategy and driving profitability and revenue growth. Tim currently serves four primary functions for HUB Carolinas. First, Tim oversees Sales for (9) HUB Offices that contribute over \$70MM in revenue and is in charge of recruiting and onboarding all New Insurance Advisors for HUB Carolinas. Tim runs the Charlotte Market and is responsible for profitable growth strategy in Charlotte. Tim executes HUB's Mergers & Acquisition Strategy in the Carolinas as HUB is one of the most active acquirers in North America. Finally, Tim looks after a portfolio of large middle market National Property & Casualty Insurance Clients.

As an entrepreneur at Baytree Finance Company, Tim helped start, run, grow and sell a successful financial services company to Wells Fargo.

After graduating from the University of Georgia majoring in Risk Management and Insurance, he earned the following Insurance Designations: Associate in Risk Management, Accredited Advisor in Insurance and Certified Insurance Counselor.

A resident of the Barclay Downs neighborhood in Charlotte Tim enjoys golf, traveling abroad and live music.

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