

Job Postings

November 28, 2016

WHO'S HIRING?

16 P&C Open Jobs are posted here from International Insurance Consultants. Job Postings from Risk Management departments and Insurance Buyers are posted here at no charge.

Over 3,000 FPN Readers like you will open our Job Postings column. Our aim is to assemble the best list of open P&C positions in an easy-to-read scroll while giving our employers and search professionals the widest possible distribution.

EMPLOYERS: POST A JOB

Job Postings are free for Advisen.com clients, Risk Management departments, and Insurance Buyers. [Post a job](#) or contact jobpostings@advisen.com.

All others pay \$250 for each Job Posting or talk to us about package rates to post lots of openings throughout the year.

WHICH RECRUITERS ARE POSTING JOBS?

- International Insurance Consultants

16 JOB POSTINGS FOR END-NOVEMBER 2016

ADVISEN'S EXECUTIVE SEARCH DIRECTORY

International Insurance Consultants

Glenn Wootton at 954.421.0122 or glenn@iicuri.com

Ray Crowley at 954.421.0122 or ray@iicuri.com

Rick Mockel at 954.421.0122 or rm@iicuri.com

INSURANCE RECRUITING POSITIONS

(1) Professional Lines Business Development Specialist (Open - Salary and Commission / Incentives)

MN / WI

This "A" rated specialty carrier has a remote opportunity for an insurance professional possessing client facing skills. The candidate for this opportunity will be the boots on the ground for them as part of their expansion into the upper Midwest. The firm specializes in Errors & Omissions and has been growing steadily. They enjoy a very good reputation in the market with numerous endorsements from State Associations. The person they are looking for would be a focused professional that has experience with E&O. They can come from a Business Development, Underwriting or a Brokerage position. The key is to have high energy, the ability to get meetings, make effective presentations and a desire to grow. Compensation will be incentive laced with a salary and commission/bonus tailored to the candidate. This market has potential to be a top performer for their operation and offers tremendous opportunities for the right individual.

For more information please contact Rick Mockel at 954.421.0122 or send your resume to rick@iicuri.com. www.insurancerecrutersusa.com

(2) Wholesale Broker (\$ - Whatever it Takes)

Florida

Highly successful wholesaler with deep pockets is seeking to grow their Florida operation. They are flexible regarding location and provide all the tools and resources needed to do your business. They have devoted significant capital to build out Florida and will pay all expenses. They seek wholesale Brokers/Producers that have a following of agents and will hire and build you a support team. If you have a team you can bring them with you. They can handle the largest risks available and have the experts to provide any necessary specialty resources.

For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com. www.insurancerecruitersusa.com

(3) Treaty Underwriting Executive / Leader (\$300K + Strong Bonus)
New York

This is a high visibility position with a lot of industry impact. The ideal candidate will lead a team of top grade talent in the casualty treaty underwriting business. This is an "A+" rated carrier with an outstanding brand and capital position. The candidate must have strong technical underwriting capability but it must be coupled with significant business acumen and a passion to find solutions for some of the biggest customers in the P&C industry. This is a platform for a consummate treaty professional with proven leadership qualities.

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(4) Distribution / Marketing Executive (\$200K + Bonus)
Mid - Atlantic

This is an "A" rated commercial insurance carrier that uses the independent agency distribution system. This position will report to the President and will have a seat at the leadership table. The ideal candidate will develop and design the strategic marketing strategy for this respectable regional carrier and then help have the plan executed through collaborative and influence leadership. This organization has a clear understanding of their values and the value they bring to their customers. This position will set the strategy to deliver and project that message.

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(5) Specialty Business Opportunity – MGA Equity Available (\$200K – \$300K)

Our customer is a global, privately held insurance organization with roughly \$2 billion in assets. The organization currently has a strong presence in Europe, the Middle East, Africa and LATAM. They are focused on expanding their presence in the U.S. One of their strategies is to invest in an MGA model that evolves around a top tier expert in a niche product or industry that can create an opportunity to write premium. They prefer to be located in the Southeast, but are flexible depending on the opportunity. If you are recognized as the top 90 percentile in your space, have the drive and creativity to start something (or restart), than this may be the right organization. If you have contacts in the carrier world that can give paper, that would be a big advantage. Equity/equity/equity.

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(6) Excess Casualty Manager (\$200K - \$240K + Bonus & Stock)

New York

Top 40 P&C company with strong financial ratings and large surplus position is searching for a casualty executive to lead a division in their NY region. This operation targets companies \$200 million in revenue and less. These firms typically buy excess casualty coverage \$25 million or less. This spot will have responsibility for the East Coast team but not New England. Solid experience with brokers and an appetite to develop business is required.

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(7) Property E&S Underwriting Executive (\$175K - \$250K + Bonus & Stock)**New York**

Highly successful publicly traded insurance group is looking for an underwriting executive to head their non-admitted primary property practice. This position will have responsibility for driving the strategy, identifying the segments or niche markets, evaluating staff and approving underwriting authorities. The ideal candidate will have solid relationships with wholesale brokers that bring primary property surplus lines business. This is a national responsibility for brokerage E&S and may include some MGA business. This firm prefers small to middle market primary business as opposed to layers of larger risks. They have the systems to write the small stuff and will consider a wide range of classes.

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(8) Executive Binding Authority E&S (\$175K - \$225K + Bonus & Stock)**New York**

Highly successful Fortune 1000 insurance group seeks underwriting executive to head their binding authority operation. This position will have responsibility for driving the strategy, identifying the segments or niche markets, evaluating underwriting partners and products and building a team to oversee and audit those partners. The ideal candidate will have solid relationships with MGA's, in addition to knowing the wholesale brokers. This is a national responsibility in the property and casualty E&S business.

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(9) Excess Casualty Underwriting Pro (\$175K - \$225K Base + Bonus & Stock)**NY and Los Angeles**

Global P&C group with very established specialty business is looking for three seasoned Excess Casualty Underwriters. These positions are for veteran, seasoned underwriters that enjoy working with the brokers. This is a lead position in a company that targets Fortune 1000 risks delivered but the risk management divisions of the big

retail brokers. Typical risks are 25x or 50x 50 for casualty business. We have these positions in NY and Los Angeles.

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(10) VP Operations / Administration (\$150K – \$225K)

Ft. Lauderdale, FL / New York

Insurance group is looking for operations executive to lead the South Florida office. This firm owns MGA/MGU operations that write a variety of property, casualty and A&H coverages. The ideal candidate will oversee finance and accounting while interacting with IT, underwriting and managing administration. Motivate underwriters and risk analysts and track compliance issues working with legal when necessary. Bilingual Spanish preferred.

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**(11) Cyber / Technology Regional Market Manager (To \$150K plus Bonus Participation)
New York City**

This highly recognized "A" rated carrier has an opportunity for a solid cyber/technology underwriter to manage the New York City Region for them. They have an established book that is made up of large and sophisticated accounts. Strong technical skills as well as the ability to build upon the firms current distribution relationships will be important. This is an opportunity to work autonomously and to build on the business from where it is currently. The firm is well established, enjoys an excellent reputation and is growing. As this matures, the position could be called upon for leadership.

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(12) Risk Management / Broker (\$120K – \$150K + Participation)

Miami, FL

An opportunity is open for an ideal candidate wanting to have real impact on a global organization in the U.S. Our customer is a European firm with diverse business interests and product capabilities. They have customers here in the states that are in construction, engaged in large infrastructure projects and dealing with large institutions. The ideal candidate will interact with risk managers and CFOs of their customers to understand the details of their needs to be able to direct the resources of the firm to have a positive outcome. This is not a sales job but a relationship management role.

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(13) Commercial Lines Underwriting Team Leader (To \$120K plus Bonus Participation) CT

This operation is part of a large group that has a national footprint in the Property Casualty area. They enjoy an excellent reputation, excellent AM Best rating and are entrepreneurs in the market place. They are seeking a very talented commercial lines production underwriter for a SR UW/Team Leader position for their Northeast Region. The ideal candidate will be responsible for day to day management and development of an underwriting team and will be the lead position handling middle market underwriting and assisting underwriting team members in development of distribution relationships. As an entrepreneurial operation, the ideal candidate will be involved in strategizing for his market. The ideal candidate must have a solid underwriting skill set and demonstrated ability to develop relationships. Strong business intelligence and an appetite to grow a market and career is a must. This is an extremely reputable carrier that is growing and interested in talent that can grow with them.

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(14) Client Manager (To Mid to High \$100K's plus Participation) New York Tri State Area

Global reinsurance carrier has an opportunity within the New York Tri State area for a skilled Treaty Reinsurance professional possessing strong analytical and technical ability. The ideal candidate would be assisting clients in managing their major risks and exposures. This opportunity will deal with a vast array of insurance lines including property, casualty and specialty and will require a solid understanding of underwriting or experience from an underwriting perspective. This is a front facing role that will require a professional that is very comfortable in dealing with C-Suite executives (CEO's, CFO's, CUO's and Heads of Ceded Re) through a consultative approach. The ability to anticipate the client's needs and understand their motivations and decision making processes will be a plus. Depending on skill level, this could be an opportunity to be in the first chair or be mentored by some of the best in the industry.

If you are an intelligent, intuitive, technically skilled professional with dynamic relationship building skills and would like to learn more, please contact Rick Mockel at 954.421.0122 or email at rick@iicuri.com. www.insurancerecruitersusa.com

(15) Commercial Multiline Market Underwriter (To Low \$100K's plus Participation) Southeastern U.S.

Highly regarded "A" rated carrier has a specialty operation and is seeking a solid commercial multiline production underwriter that possesses excellent relationship building skills to assist them as part of a market expansion in the Southeast U.S. This potentially remote position will work with select agents developing relationships and producing profitable business. It requires solid multiline underwriting skills with a focus

on package. Accounts premium range is broad, from small to large. This carrier is growing and focuses on solid underwriting that leads to profitable business growth. They are patient and very market savvy.

If you are a skilled underwriter that enjoys building and developing long lasting relationships and interested in advancing your career then please contact Rick Mockel at 954.421.0122 or email at rick@iicuri.com. www.insurancerecruitersusa.com

**(16) Sr. Commercial Lines Underwriter (To Low \$100K's plus Participation)
Western U.S. – NV, AZ, CA**

This "A" Rated Specialty Carrier is part of a large group that has a National Footprint in the Commercial Property/Casualty area and is seeking a skilled underwriting professional with production/marketing abilities. This group has an outstanding reputation in the insurance market and is known for its quality. The ideal candidate will handle Western U.S. business for the social service/human service sector for primarily non-profit, for profit and charitable organizations. The position will be responsible for developing relationships with a select group of agents in the Western U.S. The firm is very entrepreneurial and the person for this role will need to have a strong business acumen and energy level. This Sr. Production Underwriting opportunity is fairly open to geographic possibilities, preferably west of the Rockies and may potentially be remote. Solid commercial lines production underwriting experience with a desire to grow and own a market is necessary.

If you are at a point in your career where you feel confident in your ability and want an opportunity to grow within the insurance industry then please contact Rick Mockel at 954.421.0122 or email at rick@iicuri.com. www.insurancerecruitersusa.com