

Job Postings

December 16, 2016

WHO'S HIRING?

85 P&C Open Jobs are posted here from Advisen, Allied World Insurance Company, as well as Hollinger Jobs and International Insurance Consultants. Job Postings from Risk Management departments and Insurance Buyers are posted here at no charge.

RECRUITERS' JOBS APPEAR FIRST BELOW FOLLOWED BY DIRECT POSTERS BEGINNING WITH JOB #84

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 FIRMS ARE HIRING DIRECTLY?

- Advisen
- Allied World Insurance Company

WHICH RECRUITERS ARE POSTING JOBS?

- David J. Hollinger Associates, Hollinger Jobs
- International Insurance Consultants

85 JOB POSTINGS FOR MID-DECEMBER 2016

ADVISEN'S EXECUTIVE SEARCH DIRECTORY

David J. Hollinger Associates, Hollinger Jobs

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Ray Crowley at 954.421.0122 or ray@iicuri.com

Rick Mockel at 954.421.0122 or rm@iicuri.com

INSURANCE RECRUITING POSITIONS

(1) Commercial Account Executive – Entertainment New York City

Posted by Hollinger Jobs as of 11/9/16. A large retail brokerage firm is searching for a Commercial Account Executive to service and act as client adviser for an existing book of Commercial Lines Entertainment business. The qualified candidate must have a proven background in servicing multi-line commercial accounts, including entertainment business. The ideal candidate must have 5-10 years of experience in a retail brokerage environment, and must have serviced, marketed, and rounded out accounts. Candidates should have experience with Sagitta and/or AMS 360 systems. A 4-year college degree is expected, industry designations a plus. Compensation will be dependent on level of experience, \$60K - \$75K plus full benefits package.

Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com, or Catarina Caulfield, Recruiting Specialist at ccaulfield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(2) Excess Casualty Underwriter New York City

Posted by Hollinger Jobs as of 11/9/16. "A+" property and casualty insurance carrier in

strong financial standing is looking for a Senior Level Excess Casualty Underwriter. The ideal candidate must have 5-15 years of direct excess and surplus lines commercial underwriting (GL, Auto, Umbrella) as well as a proven track record developing and establishing wholesale brokerage relationships. Responsible for underwriting a profitable book of excess business. College degree preferred. Insurance designations a plus and highly preferred. Exact job title dependent on level of experience. \$125K - \$190K depending on experience level, bonus, full benefits package. Candidates commutable to Westchester County/Fairfield County, CT.

Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com, or Catarina Caulfield, Recruiting Specialist at ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(3) Group Benefits Producer

Northern New Jersey / Bergen County

Posted by Hollinger Jobs as of 11/9/16. Established retail brokerage servicing property and casualty and group benefits business is in need of a Group Benefits Producer for their Northern New Jersey/Bergen County location. The retail brokerage has both a regional and national presence. The qualified candidate must have 3-6 years of direct production in group benefits, large groups, voluntary and involuntary group benefits products and services. Main responsibilities include developing and executing sales plan, conducting group benefits presentations and place business, with a strong back office support structure. P&C/L&H License required. Compensation includes base salary, depending on experience level, commission plan for new and renewal business, full benefits package and tools provided to be successful at new business production.

Qualified group benefits producers should submit their resumes in confidence to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.247.5656.

Candidates without non-competes and business to bring immediately strongly preferred. Hollinger is a member of: (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).

(4) 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 will be the boots on the ground for them as part of their expansion into the upper Midwest. The firm, which specializes in Lawyers Malpractice, has been growing steadily. They enjoy a very good reputation in the market with numerous endorsements from State Bar Associations. They are looking for

a focused professional that has experience with E&O. The ideal candidate 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 credentials of the candidate. This position offers the ideal candidate the potential to be a top performer and tremendous opportunities.

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

(5) Senior Commercial Production Underwriter

Detroit Area

Posted by Hollinger Jobs as of 11/9/16. "A+" property and casualty insurance carrier with a long history of profitable business is seeking a Commercial Production Underwriter to develop the Michigan/Ohio Territory. The qualified underwriter must have 8-10 or more years of standard commercial carrier underwriting and marketing, multi-line or package, small to mid-size (\$25K- \$50K premium) accounts and a proven track record of developing retail agency relationships. Split time between field work with the agents on site and work from home. Base salary to \$100K dependent on experience level, bonus plan, company car, full benefits, tools and technology for work from home/field arrangement, 401K, etc. College degree. Insurance designations a plus. This position requires a production underwriter with a strong mix of technical and business development expertise.

Qualified candidates should submit their resume in confidence to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

(6) Sr. Ocean Marine Underwriter

NYC

Posted by Hollinger Jobs as of 11/9/16. Global insurance carrier writing a broad range of commercial lines products is seeking a Sr. Ocean Marine Underwriter, responsible for developing a new profitable business segment for the carrier. The qualified candidate will establish broker relationships, underwrite and develop a profitable book of marine business with regional and national focus. Future expansion into the inland marine business segment. The qualified underwriter will have 7-10 years of ocean marine underwriting along with a proven background developing brokerage relationships. This position is designed for an ideal candidate looking to be the No. 1 in developing a startup book of business for an established company. Base salary will be commensurate with experience in the six figure base range along with incentives and full benefits package.

Please submit resumes in confidence to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.2476.5656. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

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

Florida

Highly successful wholesaler with deep pockets seeks 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

(8) Wholesale Broker / MGA – Underwriter Work from Home

New England

Posted by Hollinger Jobs as of 12/9/16. Established wholesale broker and MGA with multiple locations and territories is seeking a Wholesale Broker/MGA Underwriter to write new business throughout the New England Region. The qualified candidate must have excess and surplus lines experience as a broker or MGA Underwriter with retail agency relationships in the New England Region. This can be a work from home arrangement. Base salary (depending upon experience), bonus and full benefits package. College degree preferred. P&C License required.

Qualified E&S professionals should submit their resume in confidence to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.247.5656.

(9) Treaty Underwriting Executive / Leader (\$300K + Strong Bonus)

New York

This is a high visibility position with a lot of industry impact. The 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.

For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com. www.insurancerecruitersusa.com

(10) 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, and you have the drive and creativity to start something (or restart), than this may be the right organization for you. If you have contacts in the carrier world that can give paper, that would be a big advantage. Equity/equity/equity.

For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com.
www.insurancerecruitersusa.com

(11) Brokerage Marine Ocean Cargo Manager (\$200K - \$250K +) NYC

Posted by Hollinger Jobs as of 11/9/16. A national broker with an established Ocean Marine practice and offices in the NY area, is in need of a leader to manage their Ocean Cargo team and drive Cargo business and Client services. We are looking for an experienced individual with brokerage or carrier management background and solid knowledge of the full spectrum of ocean marine business, specifically complex cargo accounts. Responsibilities include supervision of staff, interaction with producers, and client interface for new business prospects and renewals. This is a collegial, professional culture working with an excellent team. BA or MBA is expected and insurance designations are a plus. Overall compensation is open and will reflect both experience and skill sets; target base is \$200K - \$250K plus appropriate incentives and full benefits package.

Please submit your resume in confidence to John R. Huttner, President, David J. Hollinger Associates / Hollinger at jrhuttner@hollingerjobs.com, or call John at 1-732.247.5656. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or Catarina Caulfield, Sr. Recruiting Specialist at ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(12) Excess Casualty Manager (\$200K - \$240K + Bonus & Stock) New York

Top 40 P&C company with strong financial ratings and large surplus position is seeking a casualty executive to lead a division in their NY region. This operation targets companies \$100 million in revenue and less. These firms typically buy excess casualty coverage that are \$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.

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

**(13) Brokerage COO Senior Executive (Up to \$200K - \$225K)
Long Island, NY**

Posted by Hollinger Jobs as of 11/9/16. We are in need of an experienced Senior Broker to step into and assume the duties of this CEO/COO role. Qualified candidate must have 15 or more years of requisite experience, possess strong leadership skills and the willingness and ability to drive the company forward. Responsibilities include business development and production, managing the overall firm, and creating growth, both organically and through acquisitions. Additional duties will be to establish and provide producers with annual production goals, establish and execute cross-sell strategies, direct ongoing recruiting efforts for producers and professional level employees, along with providing coaching and mentoring to all of the staff. This is a friendly, team-work driven atmosphere with little employee turnover. Compensation is up to \$200K - \$225K base, plus bonuses and commissions.

Please submit your resume in confidence to John R. Huttner, President, David J. Hollinger Associates, HollingerJobs.com. You may contact John at jrhuttner@hollingerjobs.com, or contact at (ofc) 732.247.5656 or (dd) 732.319.0670. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

**(14) Brokerage Branch Manager (\$200K +)
Seattle Area**

Posted by Hollinger Jobs as of 11/9/16. This is a fantastic opportunity to join a growing, regional firm with several offices in the U.S. and a strong business history. The role of Branch Manager includes production and business development, and hands-on account servicing in addition to managing a team and to helping build out the office. The candidate must have 10-15 or more years of P&C experience and a solid background in new business development and marketing with a proven track record of soliciting new accounts, placing business and generating revenue, as well as, possess strong leadership skills with the ability to lead the team forward with a focused vision. This is a collegial, highly professional, fast paced environment where everyone pitches in on accounts. College degree and licenses are expected. Advanced degree, CPCU, CIC, etc. are preferred. Compensation is up to \$200K +, DOE. Please submit your resume in confidence to John R. Huttner, President, David J. Hollinger Associates. Email: jrhuttner@hollingerjobs.com or contact at (ofc) 732.247.5656 or (dd) 732.319.0670. Additionally, you may reach out to James A.

Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

(15) 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 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. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com. www.insurancerecruitersusa.com

(16) Surety Underwriting Executive (\$200K + Bonus)

Miami

This is a large and diverse organization that is both a worldwide consulting firm but also owns an insurance company that bears risk. The candidate's primary underwriting experience in surety bonds, coupled with an interest in building and expanding the Latin American operation for this "A" rated global firm could qualify him for this ground floor opportunity. This firm is well-capitalized. This firm does surety throughout Europe and is expanding into Latin America. Linguistic skill is a plus.

For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com. www.insurancerecruitersusa.com

(17) Property E&S Underwriting Executive (\$175K - \$250K + Bonus & Stock)

New York

Highly successful public insurance group seeks 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.

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

(18) Excess Casualty Underwriting Pro (\$175K - \$225K Base + Bonus & Stock)

NY and Los Angeles

Global P&C group with very established specialty business is in need of three seasoned excess casualty underwriters. These positions are for veteran 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. They have these positions in NY and Los Angeles.

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

(19) Executive Binding Authority E&S (\$175K - \$225K + Bonus & Stock)

New York

Highly successful public 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.

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

(20) Loss Control Manager (Up to \$175K)

NYC Region

Posted by Hollinger Jobs as of 12/9/16. "A+" property and casualty insurance carrier is seeking a Loss Control Manager to lead, direct and guide a team of Loss Control Representatives. The qualified candidate will have 8-10 years of direct commercial lines safety, risk and loss control experience preferably within the insurance carrier environment. Property and casualty coverage background required. Leadership experience (Team Leader, Supervisor, Manager levels) required. Responsible for guiding, leading, training and developing Loss Control Representatives within the assigned region. Conduct visitations with representatives as needed. Bachelor's Degree required, preferably in engineering, safety, risk control or related field. Insurance Designations and appropriate licenses for risk/ loss control preferred. Preferred candidate will have a strong base and technical knowledge for risk and loss control principles and concepts with a niche for commercial property and casualty lines of coverage along with existing leadership background. Compensation to \$175K depending upon experience level, management bonus and full benefits package.

Qualified candidates should submit their resumes in confidence to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.247.5656.

(21) VP Operations / Administration (\$150K - \$225K)

Ft. Lauderdale, FL / New York

Insurance group seeks 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. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com. www.insurancerecruitersusa.com

(22) Brokerage Commercial Lines Manager (\$150K - \$200K)

Westchester / Rockland County / Lower CT

Posted by Hollinger Jobs as of 11/9/16. Expanding property and casualty insurance retail brokerage with multiple locations is looking for a senior executive for a new managerial role develop and run the Commercial Lines Division. The Manager is responsible for oversight and leadership of the commercial accounts group, including all service marketing, business development, and customer service work. Experience in hiring, training, and mentoring the commercial lines staff and general day to day commercial lines operations is a must. Qualified candidates should have familiarity with real estate, municipalities and large commercial accounts and 10-15 years of commercial lines experience including management with either a broker or a carrier. The ideal candidate should possess a strong commitment to customer service, relationship building and staff development, along with proficiency of various insurance software as well as Microsoft Office Suite products. Degree preferred, Property & Casualty License required. Additional Designations, including CPCU, ARM, RPLU strongly preferred. \$150K - \$200K base salary depending on experience level, bonus/incentives, full benefits package.

Please submit resumes and referrals in confidence to Cat Oliveira Caulfield, Sr. Insurance Recruiter at ccaufield@hollingerjobs.com, or Jim Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or John R. Huttner, President at jrhuttner@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(23) Senior E&S Property Underwriter (\$150K - \$190K)

Southeast Region / Georgia

Posted by Hollinger Jobs as of 11/9/16. Established, financially secure and growing property and casualty company with both domestic and global insurance and reinsurance platforms is seeking a Senior E&S Property Underwriter to generate new business and build the Southeast Region. The ideal candidate will have 6-10 years of excess and surplus lines property underwriting, marketing and in addition, leadership or willing to take on leadership responsibilities with a proven background growing and

developing E&S property business, both CAT and Non-CAT business, as well as, bringing established wholesale brokerage relations. The Senior Underwriter who will also maintain current wholesale brokerage relationships, working closely with and having the support of the Corporate Underwriting Division, will have the opportunity to build and develop their own underwriting team as that book and region grows. Candidates in the Atlanta, Georgia region meeting qualifications highly desirable. Relocation consideration based on proven success developing E&S property business and leadership background. College degree required. Insurance designations (CPCU, CIC) highly desirable. Compensation \$150K - \$190K base salary including strong bonus plan (20 percent - 40 percent), fully paid benefits, strong 401K.

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(24) Product Manager – Products Liability (\$150K - \$175K + Bonus & Equity)

Location Flexible

Top 40 P&C group is in need of a seasoned underwriting professional to lead the products liability area. This position will work with challenging E&S manufacturing segment risks. The focus is on industrial and commercial products, not consumer products. Having a strong understanding of the non-admitted surplus lines products business along with the necessary underwriting issues such as exposure thresholds, product criteria and coverage language is key. They write both low deductible and large SIR business. This is a national company and the location is flexible.

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

(25) Brokerage – Commercial Lines Team Leader (\$150K)

NYC

Posted by Hollinger Jobs as of 11/9/16. Top retail brokerage, handling both P&C and group benefits, is looking for a CL Team Leader for NYC. This is an excellent position for a Senior Account Executive/Team Leader who wants to move their career to the next level. Qualified candidates must have experience servicing a diversified portfolio of large middle market commercial P&C accounts. This position is hands-on, both handling accounts and supervising a team of 4 + service AEs. Prior leadership or management experience, along with strong technical insurance and computer skills, as well as an outgoing, positive, energetic and motivating personality are a plus. Degree preferred. P&C License required. Additional licenses a plus. Compensation DOE \$150K base + benefits package.

Please submit your resume in confidence to John R. Huttner, President,

HollingerJobs.com& David J. Hollinger Associates. Email: jrhuttner@hollingerjobs.com or contact at (ofc) 732.247.5656 or (dd) 732.319.0670. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaufield@hollingerjobs.com. Hollinger is a member of: (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).

(26) Commercial Auto Product Line Manager (To \$150K)

Mid-Atlantic

This "A+" rated carrier is seeking a technically skilled commercial auto professional to manage their middle market auto line. This firm enjoys an outstanding reputation and is part of a larger group that has a national foot print in P&C. The candidate for this position will have the technical ability to analyze their commercial auto book to make recommendations to the CUO and be able to execute changes to pricing, underwriting and marketing to continue profitability and growth objectives. Familiarity with reinsurance, actuarial services, underwriting guidelines, underwriting audits, market and competitor analysis will be important. This is a collaborative position that will work with both the profit centers and home office and will include regular visits to branch offices.

If you are quality minded, enjoys as well as has a desire for profitable growth then please call Rick Mockel at 954.421.0122 or send your resume to rick@iicuri.com. www.insurancerecruitersusa.com

(27) 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.

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

(28) Property Treaty Underwriting (\$150K + Bonus)

New York / Chicago

This is an "A+" rated global carrier. This position will be a significant part of a very solid team of property professionals. This position works with both brokers and customers on a national level. The ideal candidate must have strong technical underwriting skills but not necessarily in the treaty re side. Experience in primary excess or facultative

property underwriting coupled to a strong analytical and customer centric outlook could qualify the candidate for this opportunity to learn the treaty business. This firm sees some of the most complicated and meaningful accounts in the industry.

For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com. www.insurancerecruitersusa.com

(29) WC Product Line Manager (To \$150K)

Virginia

This regional operation enjoys a top rating from AM Best and writes small and middle-market business in the Mid-Atlantic market place. They have an opportunity for a skilled WC underwriting professional to join their firm in a home office position as the WC Product Line Manager. The opportunity will require a technically skilled professional that understands the business and has the ability to work hand in hand with their branch operations in writing profitable business within this specialized area. Responsibilities include management and monitoring of NCCI updates and changes. Strong analytical skills and knowledge of actuarial, reinsurance, rules and regulations will be important. This position will report to the VP of Underwriting. This is a strategically growing operation in a quality driven company.

If you have a strong WC background and see your career going to the next level please call Rick Mockel at 954.421.0122 or send your resume to rick@iicuri.com. www.insurancerecruitersusa.com

(30) Senior Excess Casualty Underwriter (\$125K - \$190K)

Southern CT / NYC Region

Posted by Hollinger Jobs as of 11/9/16. "A+" property and casualty insurance carrier in strong financial standing is looking to hire a Senior Level Excess Casualty Underwriter. The ideal candidate must have 5-15 years of direct excess and surplus lines commercial underwriting (GL, Auto, Umbrella) as well as a proven track record developing and establishing wholesale brokerage relationships. Responsible for underwriting a profitable book of excess business. College degree preferred. Insurance Designations a plus and highly preferred. Exact job title dependent on level of experience. \$125K - \$190K depending on experience level, bonus, full benefits package. Candidates commutable to Westchester County/Fairfield County, CT.

Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com, or Catarina Caulfield, Recruiting Specialist at ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(31) Brokerage Marine AE – Ocean Cargo (\$125K - \$150K)

NYC

Posted by Hollinger Jobs as of 11/9/16. A well-established insurance brokerage is looking for a Senior Account Executive to service consequential Ocean/Marine Cargo accounts. The qualified candidate should be growth minded and sales oriented with 10 or more years in commercial retail brokerage handling multinational and captive accounts wherein experience with bulk commodity risks and Stock Throughput policies are the norm. Position requires solid market knowledge and strong negotiation skills including complex submissions and coverage recommendations for large marine cargo accounts. This is a collegial, professional culture working with an excellent team. Degree & designations – BA, is expected MBA, and CPCU are a plus. Compensation is DOE \$125K - \$150K + including incentives/benefits package.

Please submit your resume in confidence to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com, or call John at 732.247.5656. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or Catarina Caulfield, Sr. Recruiting Specialist at ccaulfield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(32) Account Executive / Producer Brokerage (Up to \$125K) Seattle Area

This is a fantastic opportunity for a Sr. AE with solid background in servicing and production to join a growing, regional firm with several offices in the U.S. and a strong business history. The candidate we look for must have 10-15 years of direct experience in property and casualty retail brokerage sales, new business development and marketing with a proven track record of soliciting new accounts, placing business and generating revenue. This is a collegial, highly professional, fast paced environment where everyone pitches in on accounts. College degree and licenses are expected. Advanced degree, CPCU, CIC, etc. are preferred. Compensation is up to \$125K +, DOE.

Please submit your resume in confidence to John R. Huttner, President, David J. Hollinger Associates. Email: jrhuttner@hollingerjobs.com, or contact at (ofc) 732.247.5656 or (dd) 732.319.0670. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaulfield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and WEB.

(33) Brokerage Senior AE (\$125K +) NYC / LI

Posted by Hollinger Jobs as of 11/9/16. Growing boutique broker in the NYC area

needs a Senior AE to manage a team of service people, handle accounts, advise on markets and coverage, interface with clients and provide overall supervision of the team. Must have more than 5-10 years of experience in a full spectrum of property and casualty commercial accounts. Some knowledge of professional liability, specialty coverages, and/or personal lines, is a plus. This is a friendly environment that provides an excellent opportunity for an experienced individual to make a significant contribution to the firm and be rewarded for such. B.A./B.S. is expected; CPCU, ARM, MBA are a plus. Compensation is \$125K+ DOE.

Please submit resumes in confidence to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com, or call John at 1.732.247.5656. Hollinger is a member of: (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).

(34) Senior Commercial Lines Account Executive (To \$125K) New York City

Posted by Hollinger Jobs as of 11/9/16. Specialty insurance retail brokerage firm is in need of a Senior Commercial Lines Account Executive for their New York City location. The qualified candidate must have 7-10 years of direct retail brokerage full servicing of middle to large commercial accounts. Develop strong client and broad carrier underwriting relationships. This is a dynamic and growing region with expansion goals. The qualified Commercial AE will come from a large regional or national brokerage firm and have a "lead by example" professional attitude. Experience with a variety of commercial accounts, including but not limited to construction, real estate, manufacturing, restaurants, habitation, retail and wholesale. Strong senior management support within this diverse and dynamic work environment. \$90K - \$125K base range depending on experience level including full benefits package.

Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com, or Catarina Caulfield, Recruiting Specialist at ccaulfield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(35) Risk Management / Broker (\$120K - \$150K + Participation) Miami, FL

This is an opportunity to have real impact on this global organization in the U.S. The customer is a European firm with diverse business interests and product capabilities. They have customers here in the states in construction, large infrastructure projects and large institutions. The ideal candidate will interact with risk managers and CFO's 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.

For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com. www.insurancerecruitersusa.com

(36) Commercial Underwriting Team Leader (\$120K +)

Northern New Jersey

Posted by Hollinger Jobs as of 11/9/16. "A+" property and casualty insurance carrier is looking for a Commercial Underwriting Team Leader. The ideal candidate will be responsible for underwriting and marketing small to mid-size commercial accounts (property and casualty). Experience with habitation, products, real estate, mercantile required. Experience developing relationships with the brokerage community, including wholesale brokers and having an excess and surplus lines background required. In addition to underwriting and marketing, the Team Leader will oversee a group of 2-3 underwriters and their successful contributions to underwriting profitable business and establishing brokerage and MGA relationships. Bachelor's Degree required. Designations a strong recommendation. Proven pc and technical skill sets and ability to present to brokers and senior management. P&C Carrier underwriting required and will consider underwriters with Minimum of 10-15 years direct experience. \$120K + base including bonus and full benefits package.

Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com, or Catarina Caulfield, Recruiting Specialist at ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(37) 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 handle 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 candidate will be involved in strategy for your market. The 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 your career is a must. This is an extremely reputable carrier that is growing and interested in talent that can grow with them.

If interested please contact Rick Mockel at 954.421.0122 or rick@iicuri.com. www.insurancerecruitersusa.com

(38) Senior Underwriter / Leader – Commercial Lines (To \$120K)**Northern NJ**

Posted by Hollinger Jobs as of 11/9/16. "A+" national property and casualty insurance carrier is looking to hire a Senior Underwriter/Leader for Commercial Property. Additionally, the qualified candidate should have general liability underwriting experience as well. The qualified candidate must have 10 years minimum commercial property or package underwriting, standard or specialty carrier background, and proven experience developing brokerage and MGA relationships. Additionally, the Senior Underwriter/Leader will also be responsible for training underwriters on commercial property coverages. Strong technical, analytical and business development expertise required. Bachelor's Degree required. Insurance designations a plus. Compensation to \$120K base salary, including bonus and full benefits package.

Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com, or Catarina Caulfield, Recruiting Specialist at ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(39) Medical Malpractice Underwriter (To \$110K)

Posted by Hollinger Jobs as of 10/11/16. Specialty insurance carrier with strong financials, due to growth, is seeking to hire an additional Medical Malpractice Underwriter to their production team. The qualified underwriter must have a minimum five years of medical malpractice insurance background, either in carrier underwriting, brokerage account management MGA binding authority or combination of any of the above with strong medical malpractice technical skill sets. Additional commercial lines coverage background a plus (including professional). Niche must be in medical malpractice. Write new business, develop brokerage relationships and place profitable business. Must be able to work with a team as well as being entrepreneurial minded. The qualified underwriter must have a sound educational credentials (degree, licenses, designations a plus). Montgomery County, PA. To \$110K DOE + bonus, benefits.

Qualified medical malpractice professionals should submit their resumes to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

(40) Team Leader / Brokerage – VIP Personal Lines (\$100K - \$125K)**Boston**

Posted by Hollinger Jobs as of 10/11/16. P&C brokerage firm with strong financials, infrastructure and support is seeking a Team Leader – Brokerage / VIP Personal Lines to run the Boston area location. The qualified candidate must have 8-15 years of progressive VIP/HNW Personal Lines leadership experience including sales, marketing, service, client advisement and business development. Proven technical skill sets with broad personal lines VIP product offerings as well as a strong following and true business development expertise. Proven leadership experience including training and developing personal lines VIP professionals. Bachelor's Degree required. Designations a plus. P&C Brokers license. \$100K - \$125K DOE including bonus/incentives/benefits package. This position requires an articulate, polished and organized VIP/HNW personal line professional with proven leadership experience (will be supervising a small team of 2-3).

Qualified personal lines professionals should submit their resume in confidence to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.247.5656.

**(41) Team Leader / Brokerage – VIP Personal Lines – Start Up (\$100K - \$125K)
Delaware County, PA**

Posted by Hollinger Jobs as of 12/9/16. P&C brokerage firm with strong financials, infrastructure and support is seeking a Team Leader – Brokerage / VIP Personal Lines to run and develop the new Delaware County location. The qualified candidate will have 8-15 years of progressive VIP / HNW Personal Lines leadership experience including sales, marketing, service, client advisement and business development. Proven technical skill sets with broad personal lines VIP product offerings as well as a strong following and true business development expertise. Proven leadership experience including training and developing personal lines VIP professionals. Bachelor's Degree required. Designations a plus. P&C Brokers license. \$100K - \$125K DOE including bonus/incentives/benefits package. This position requires an articulate, polished, and organized VIP/HNW personal line professional with proven leadership experience and proven background and interest with developing startup operations.

Qualified personal lines professionals should submit their resume in confidence to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.247.5656.

**(42) Commercial Account Executive / Brokerage (\$100K - \$120K)
New York City, NY**

Posted by Hollinger Jobs as of 11/9/16. Large retail brokerage firm is searching for a Commercial Account Executive to service and act as client adviser for an existing book of middle and large market commercial accounts. Proven background servicing multi line commercial accounts, ideally mid- to large-size accounts, including marketing and account rounding. Full service functions with additional junior AE support. Professional growth opportunities. Must have a background as a commercial generalist account executive with a mix of real estate, construction, restaurants and some wholesale/retail. College degree preferred. Over 6-10 years of direct account

management expertise with a mid- to larger-size retail agency. P&C License required. Professional growth opportunities based on performance. This position requires a motivated Commercial AE looking to work with the client directly, not just in servicing but in client adviser role. To \$110K depending on experience level, bonus plan and full benefits package.

Please submit your resume in confidence to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or call Jim at 1-732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaulfield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

**(43) Client Manager (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 that would be interested in utilizing their skills by assisting clients in managing their major risks and exposures. This opportunity will deal with their 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 rick@iicuri.com. www.insurancerecruitersusa.com

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

Highly regarded "A" Rated carrier has a specialty operation that 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 me at rick@iicuri.com. www.insurancerecruitersusa.com

(45) Personal Lines Account Executive (To \$100K)

New York City

Posted by Hollinger Jobs as of 11/9/16. Specialty insurance retail brokerage firm is in need of for a Personal Lines Account Executive for their New York City location. The qualified candidate must have 5-10 years of direct retail brokerage full servicing of Personal Lines Accounts including VIP/HNW Accounts. Develop strong client and broad carrier personal lines underwriting relationships. This is a dynamic and growing region with expansion goals. The qualified PL AE will come from a large regional or national brokerage firm and have a "lead by example" professional attitude with a strong knowledge base of a diverse range of Personal Lines products and services. Strong senior management support within this diverse and dynamic work environment. \$70K - \$100K base range depending on experience level including full benefits package.

Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com, or Catarina Caulfield, Recruiting Specialist at ccaulfield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(46) 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 strong production/marketing abilities. This group has an outstanding reputation in the insurance market place and is known for its quality. The opportunity 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 Denver- west and may potentially be remote. Strong 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

**(47) Senior Commercial Account Executive (\$90K - \$110K)
NYC**

Posted by Hollinger Jobs as of 11/9/16. A well-established large brokerage firm providing commercial, personal, professional lines and group benefits products and services is looking for a Senior Commercial Account Executive for their NYC office to service consequential Construction Accounts. The qualified candidate should have 10 or more years of retail brokerage commercial account management experience, with a strong niche servicing and working with larger construction firms. College degree preferred. License required. Compensation will be dependent on level of experience, \$90K - \$110K + including incentives/benefits package.

Please submit your resume in confidence to Catarina Caulfield, Sr. Recruiting Specialist at ccaufield@hollingerjobs.com or call Cat directly at 732.247.5656. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and WEB.

**(48) Senior Commercial Lines Account Executive – Real Estate (\$90K - \$110K)
NYC Office**

Posted by Hollinger Jobs as of 11/9/16. Large fast paced retail brokerage firm is seeking a Senior Commercial Account Executive to service and act as client adviser for an existing book of middle and large market commercial accounts. Proven background servicing multi-line commercial accounts, ideally mid- to large-size accounts, including marketing and account rounding. Full service functions with additional junior AE support. Professional growth opportunities. Must have a background as a commercial account executive with a niche real estate accounts. College degree preferred. 7 or more years of direct account management expertise with a mid to larger size retail agency. P&C License required, 4-year college degree and/or industry designations preferred. Professional growth opportunities based on performance. This position requires a motivated Commercial AE looking to work with the client directly, not just in servicing but in client adviser role. Compensation will be dependent on level of experience and will be comprised of a base salary (\$90K - \$110K), bonus potential, and a full benefits package.

Please submit all resumes, referrals, and inquiries to Catarina Oliveira Caulfield, Talent Acquisitions VP & Senior Recruiter at ccaufield@hollingerjobs.com or call Catarina at 732.247.5656 Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

(49) Group Benefits – Sr. Account Executive (\$90K - \$100K)**NYC/Queens/Long Island Region**

Posted by Hollinger Jobs as of 10/25/16. Large brokerage placing commercial, professional and personal lines along with group benefits is looking for a Large Group Benefits-Senior Account Executive. The qualified Group Benefits professional will have a background servicing a variety of voluntary and involuntary products and services for large groups of 100+lives who brings a strong and professionally stable background. The Group Benefits professional can come from any combination of brokerage, carrier or TPA work environments possessing a large group benefits servicing function. Must have a background handling open enrollment and presenting and servicing to groups from start to finish. The qualified candidate must have strong technical and broad computer skills who is proficient with HealthConnect, familiar with benefitPoint and up to date on the Affordable Care Act. College degree preferred. Life & Health License required or if coming from the carrier side, willing to obtain within a reasonable and agreeable time frame. Compensation includes base salary which can be in the six figure range depending upon experience level including incentives / full benefits package.

Qualified Group Benefits professionals should submit their resume in confidence to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.247.5656.

(50) Senior Commercial Underwriter (\$90K - \$100K)**Hartford Region**

Posted by Hollinger Jobs as of 12/9/16. "A+" property and casualty insurance carrier is seeking a Sr. Commercial Underwriter to underwrite new and renewal business for small to medium size accounts throughout the State of Connecticut. 7-10 years of carrier commercial multi line or package underwriting with a strong mix of technical and business development skill sets to develop agency relationships throughout the State. Some travel within Connecticut to agents and brokers. Proven organizational, technical, analytical and interpersonal skills. The qualified Underwriter will have a proven track record of managing accounts and growing a profitable book of business. Strong background with construction accounts a plus but not required. College degree and insurance designations preferred (CPCU, ARM, CIC). \$90K - \$100K base including incentives, full benefits package.

Qualified carrier underwriters should submit their resume in confidence to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.247.5656. Relocation assistance will be considered for qualified underwriters.

(51) Workers Compensation Claims Supervisor (\$90K - \$100K)**New York City**

Posted by Hollinger Jobs as of 10/11/16. "A+" property and casualty insurance carrier is seeking a Workers Compensation Claims Supervisor. The ideal candidate will have 5-10 years of workers compensation claims handling/examiner work, coming from a carrier

or combination carrier/TPA/brokerage with a proven background handling WC claims from start to close. NY Labor Law a plus. Leadership background in claims preferred and/or will consider a senior claims examiner with a strong progression of experience seeking to move into a leadership role. Supervise team of WC claims examiners and assistants (roughly six professionals total). Strong attention to detail and proven background providing excellent documentation. College degree required. Designations a plus. \$90K - \$100K base depending upon experience level including incentives/full benefits package/401K.

Qualified WC Claims Examiners should submit their resume in confidence to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

(52) Brokerage AE Construction – Large Commercial Accounts (Up to \$90K) NYC

Posted by Hollinger Jobs as of 11/9/16. A well-established brokerage firm in NYC, is expanding and is looking for two additional AEs to work with larger sized accounts (average account revenue is \$20K - \$50K +). This is a well-run, friendly, team oriented office with AEs being responsible for account management, client interface and coordinating all service functions and related marketing. Qualified candidates should have a minimum of 5-15 years of experience with consequential accounts. Industry disciplines should include real estate, hotels, financial services and related insurance matters. College degree and licenses are expected. Advanced degree, CPCU, CIC, etc. are preferred. Compensation will be up to \$90K, DOE.

Please submit your resume in confidence to John R. Huttner, President, David J. Hollinger Associates. Email: jrhuttner@hollingerjobs.com, or contact at (ofc) 732.247.5656 or (dd) 732.319.0670. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com, or Catarina Caulfield, Recruiting Specialist at ccaulfield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(53) Commercial Account Executive (Up to \$85K) NY

Posted by Hollinger Jobs as of 11/9/16. Large retail brokerage firm is looking for a Commercial Account Executive to service and act as client adviser for an existing book of middle and large market commercial accounts. Proven background servicing multi-line commercial accounts, ideally mid- to large-size accounts, including marketing and account rounding. Professional growth opportunities. Must have a background as a commercial account executive with a history of restaurants

accounts handling. College degree preferred. Over 6-10 years of direct account management expertise with a mid to larger size retail agency. P&C License required. Professional growth opportunities based on performance. The ideal candidate must be a motivated Commercial AE looking to work with the client directly, not just in servicing but in client adviser role. Up to \$85K depending on experience level, bonus plan and full benefits package.

Please submit resumes to Catarina Oliveira Caulfield, Sr. Insurance Recruiter at ccaulfield@hollingerjobs.com. Hollinger is a member of: (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).

(54) Builders Risk / Construction Underwriter (\$80K - \$130K)

NJ / NYC

Posted by Hollinger Jobs as of 12/9/16. Global specialty carrier writing a variety of commercial, professional and personal lines business and in continued growth mode is seeking a Builders Risk/Construction Underwriter to underwrite a new book of niche business with an emphasis on housing, strip malls/centers, restaurants, etc. CAT background a plus. The ideal Underwriter must have 3-10 years of builders risk/property/construction underwriting and marketing coming from a carrier or MGA underwriting facility. Proven business relationships building and marketing background including developing brokerage relationships. This position is with an established company writing a startup niche business product. As the book grows the Underwriter will take on more responsibility. The position requires an individual motivated to developing and creating a book and who would be seeking additional professional growth based on their performance, achievements, and accomplishments. Bachelor's Degree preferred. Designations (CPCU, CIC) preferred. Strong organizational, technical, interpersonal and leadership skills. Compensation is based on experience, \$80K - \$130K + base (DOE) including bonus/incentives and full benefits package.

Qualified builders risk underwriters should submit their resume in confidence to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.247.5656.

(55) Metro / NYC Construction Underwriter (\$80K - \$130K)

NYC

Posted by Hollinger Jobs as of 11/9/16. A well-established and growing specialty insurance carrier is looking to hire a Construction Underwriter, with NYC Construction underwriting experience to join their NYC office. The chosen candidate will oversee the growth, profitability, and retention of a Construction book of business, while maintaining the necessary underwriting authority. The ideal candidate must have 5 or more years of experience as an underwriter managing construction risks, specifically in the NYC marketplace, and will possess an excellent understanding of commercial insurance coverages, contracts, and underwriting guidelines. Candidate should have a 4-year college degree and CPCU, CRIS or other designations preferred.

Compensation will be dependent on level of experience.

Please submit all resumes, referrals, and questions to Catarina Oliveira Caulfield, Sr. Insurance Recruiter at ccaufield@hollingerjobs.com. Hollinger is a member of: (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).

(56) Sr. Commercial Excess Underwriter / Team Lead (\$80K - \$110K)

NJ

Posted by Hollinger Jobs as of 11/9/16. "A+" property and casualty insurance carrier is looking to hire a Senior Commercial Underwriter/Team Lead, responsible for underwriting new business and developing brokerage relationships nationally. 8-10 years of insurance carrier underwriting, commercial multi line or package account background, standard and/or excess and surplus lines as well as ability to interact positively with the brokerage community. Proven background taking ownership in a book of business as well as any current leadership responsibilities preferred. This is a professional growth position with existing team lead responsibilities. College degree required, CPCU preferred. \$80K - \$110K + depending on experience + bonus plan and full benefits package.

Please submit your resume in confidence to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or call Jim at 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com, or CatarinaCaulfield, Recruiting Specialist at ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(57) Field Underwriting Business Development Specialist – Surplus Lines (\$80K - \$100K) Greater Boston Area / Northeast

Posted by Hollinger Jobs as of 11/9/16. Growing national property and casualty carrier with a niche in commercial specialty lines is looking for a Field Underwriting/Business Development Specialist for Surplus Lines, responsible for developing substantial profitable new business premium growth from assigned agents with a focus on surplus lines business. Manage agency relationships to create customer retention and sustainable agent partners. The Underwriting/Marketing Specialist must have a mix of both commercial lines new business underwriting and marketing from an MGA/wholesaler/program administrator or specialty carrier with surplus lines background. Proven background developing retail agency relationships, creating new business opportunities and conducting field underwriting at agents onsite locations. This position requires 3-4 days a week of travel, including overnight. The qualified candidate must be a results-oriented individual focused on outcomes resulting in increased profitable business. Strong analytical, technical, organizational and interpersonal skills required Entrepreneurial mindset and understanding of the

immediate need to place business. Online underwriting background preferred. College degree required with minimum six years of related insurance experience. Insurance designations (CPCU, ASLI, AU) or working towards completion of designations preferred. Territory includes New England and NY State (Not NYC). Candidates with retail agency relationships within the assigned territory will only be considered. \$80K - \$100K base depending on experience, including incentives, benefits, and tools needed for field work.

Qualified candidates should submit their resume in confidence to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.237.5656. Hollinger is a member of: (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management). Note: This position for the right person can also be based in Maine, New Hampshire or Connecticut.

(58) Senior Property Loss Control Representative (\$80K - \$100K) Greater Boston Area

Posted by Hollinger Jobs as of 11/9/16. "A+" property and casualty insurance carrier is looking for a Senior Loss Control Representative due to new market expansion for the Northern New England Region. The Senior Property Loss Control Representative will telecommute and build relationships with existing agents and insureds. Provide detailed risk assessments on complex accounts while working with a variety of clientele with special focus on the wood products, transportation and logging industries. The qualified candidate will be detail oriented, exhibit a high degree of technical skills and have excellent communication skills. Candidates with a bachelor's degree in occupational health and safety, engineering or science preferred. Property expertise and professional credentials such as CSP, ALCM, PE, or CIH are also a plus in addition to prior property/fire protection training. \$80K - \$100K base including full benefits package.

Resumes should be submitted in confidence to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.247.5656. Hollinger is a member of: (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).

(59) Brokerage High Net - Worth / VIP PL AE (To \$80K) North / Central NJ

Posted by Hollinger Jobs as of 11/9/16. A well-established retail brokerage firm with strong organic growth is looking for a High Net-Worth/VIP Personal Lines Account Executive in North/Central NJ to service and market new and renewal business. Candidates must have experience handling VIP / HNW accounts that generate \$25K in premium or higher, and be conversant with that level of customer base. Day to day responsibilities include, servicing, marketing, and client interaction, as well as, cross selling or upselling where appropriate. Position requires 5 or more years of strong

coverage and market knowledge, and direct servicing and/or selling of consequential Personal Lines Accounts. P&C License required. College degree strongly preferred. Compensation includes base, commissions, and additional bonus incentives, along with a full benefits package. Base salary is \$70K - \$80K.

Please submit all resumes and referrals to Catarina Oliveira Caulfield, Sr. Insurance Recruiter at ccaufield@hollingerjobs.com Hollinger is a member of: (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).

(60) Casualty Wholesale Broker (\$75K - \$110K)

CT

Posted by Hollinger Jobs as of 11/9/16. Leading wholesale brokerage and MGA with both regional and national platforms is in need of an addition to their production team, a Casualty Wholesale Broker to develop new business opportunities within the State of Connecticut and surrounding region, which can include NY and other New England states. The qualified candidate will act as the primary negotiator of policy terms and conditions that obtain the most effective insurance programs to address client needs. Responsible for assessing client needs, designing solutions and negotiating policy terms and conditions so as to obtain coverage that is in a client's best interests. Support broker team in the solicitation and servicing of clients and the broking of their insurance programs. Work closely with broker team to understand and deliver client needs. Identify and analyze client exposures with routine assistance of junior team members to develop effective client risk treatment and placement strategies. Obtain the most appropriate program coverage based on client objectives by developing and executing, in conjunction with the client, an agreed upon structure and strategy. Serve as a source for information concerning market trends, pricing practices and other underwriting policies. The qualified candidate must have a minimum of 3-5 years of successful property and casualty placement and account management and can come from the brokerage or production underwriting side. E&S and/or wholesale experience a plus. Proven knowledge of insurance commercial coverages, as well as a strong underwriting of the national marketplace, strong leadership and mentoring skills. Proven technical and pc skills, with good negotiating background, problem solving and a strong sense of urgency. This position is designed for a Broker or Production Underwriter seeking both long term professional and financial growth opportunities, with a strong sense and interest in sales and business development. Compensation based on experience level, \$75K - \$110K base including bonus structure and full benefits package. College degree required. P&C License required.

Ideal should submit their resumes in confidence to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or Catarina Caulfield, Senior Recruiter at ccaufield@hollingerjobs.com, or call 732.247.5656. Hollinger is a member of: (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).

(61) Brokerage Leader Fine Arts (\$75K - \$100K)**NYC**

Posted by Hollinger Jobs as of 11/9/16. An internal promotion and expansion has created a job opportunity within one of our quality brokerage clients. This will be the No. 3 role in the department with a plan to groom the chosen candidate to move into a more senior role. We are looking for an experienced Sr. AE with strong technical qualifications in the Fine Arts arena and the ability to manage a team. Expected competencies include fine arts and related fields (auction houses, galleries, museums, jeweler's block, private collections, etc.). This is a confidential search requiring a knowledgeable P&C broker with a solid history of leadership and mentoring within their experience. Candidate must be flexible in balancing client interface, technical expertise, troubleshooting, client enrollment and retention. Some travel is expected. Ideally, candidates must have more than 7-10 years of experience in brokerage and/or underwriting, including familiarity with the Lloyds marketplace. This is a collegial, highly professional, fast-paced environment where everyone pitches in on accounts. College degree and licenses are expected. Advanced degree, CPCU, CIC, etc. are preferred. Compensation will be dependent on level of experience \$75K - \$100K +.

Please submit resumes to Catarina Oliveira Caulfield, Sr. Insurance Recruiter at ccaufield@hollingerjobs.com. Hollinger is a member of: (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).

(62) Brokerage AE – CL P&C (\$75K - \$95K +)**NYC Downtown**

Posted by Hollinger Jobs as of 11/9/16. An established insurance brokerage firm in NY, is looking for a motivated professional to work in an AE role with large middle market accounts with premiums up to \$2M (real estate, manufacturing, financial firms). Position handles day-to-day account servicing and management, including client interface. Candidates should have 5-10 years of experience in a client servicing role, excellent communication and relationship building skills, as well as strong technical competencies. This is a friendly team oriented environment. College degree and licenses are preferred. Advanced degree, CPCU, CIC, etc. are a plus. Compensation is flexible, DOE. \$75K - \$95K+ and bonuses.

Please submit your resume in confidence to John R. Huttner, President, David J. Hollinger Associates. Email: jrhuttner@hollingerjobs.com, or contact at (ofc) 732.247.5656 or (dd) 732.319.0670. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com, or Catarina Caulfield, Recruiting Specialist at ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(63) Claims Specialist (\$75K - \$90K)**San Mateo / San Francisco County**

Posted by Hollinger Jobs as of 12/9/16. Established retail insurance brokerage firm is seeking a Claims Specialist to join their San Mateo / San Francisco County office. The chosen candidate will be responsible for handling a mix of commercial and personal lines claims, to conclusion. Applicants must have experience advocating for the client, maintaining an active diary, attending client meetings and on-site loss inspections loss inspections, reviewing lawsuits, mediate between client and carrier, etc. The ideal candidate will have 5 or more years of experience in a P&C brokerage operation, handling commercial lines claims, as well as, some personal lines claims. Experience with AMS 360 and WorkSmart, as well as, a P&C License preferred. College Degree and strong customer service and computer skills required. Compensation will be dependent upon experience, \$75K - \$90K plus full benefits package.

Please submit all resumes, referrals, or questions to Catarina Caulfield, Vice President Talent Acquisitions at ccaulfield@hollingerjobs.com or call 732.247.5656.

(64) Group Benefits Account Manager (\$75K - \$85K)**Northern New Jersey / Bergen County**

Posted by Hollinger Jobs as of 11/9/16. Long standing retail brokerage firm offering property and casualty commercial and personal lines and group benefits / life & health products is in need of a Group Benefits Account Manager for large group accounts. The Account Manager handle a comprehensive book of business with all lines of health insurance including medical, dental, vision, as well as life and disability as well as be accountable for all day-to-day servicing of clients, enrollment meetings, relationship management, wellness programs, and client presentations. Minimum of 5 or more years of Group Benefits insurance brokerage experience. Valid NJ/NY Life, Accident and Health brokers' license. College degree preferred. Agency management and benefit related application systems knowledge, preferably with Benefit point and Zywave. The ideal candidate must possess excellent verbal and written communication skills, demonstrate proficiency in computer applications, esp. Microsoft Office Suite and show ease working in a paperless environment. Exceptional organization and time-management skills. Self-starter, professional and assertive and ability to handle a fast-paced, challenging work environment. \$75K - \$85K + depending on experience level, full benefits package.

Qualified candidates should submit their resume in confidence to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.247.5656. Hollinger is a member of: (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).

(65) Brokerage – Group Benefits Account Executive (To \$75K)**Southern CA**

Posted by Hollinger Jobs as of 11/9/16. Established retail brokerage firm with national

platform is looking for a Group Benefits Account Executive for their Southern California branch location, responsible for managing client relationships in the Benefits Department, which includes account servicing, coverage negotiation, producing successful renewals, implementing new lines of coverage and identifying new business opportunities. This is a full service account executive role with responsibilities and experience handling small groups and groups from 50-500 lives. The ideal candidate must have 4-7 years of direct account management experience for small and mid-size groups including marketing and negotiation of insurance coverages. Strong knowledge of agency management systems with a good mix of client contact and sales experience preferred. Bachelor's Degree preferred. Retail brokerage background including valid CA State Life, Accident and Health Brokers License required. Continued interest in professional development preferred. Base salary to \$75K base depending on experience level, including full benefits package.

Ideal candidate should submit their resumes in confidence to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or Catarina Caulfield, Senior Recruiter at ccaufield@hollingerjobs.com, or call 732.247.5656. Hollinger is a member of: (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).

(66) Brokerage – Manager of Accounting (Up to \$75K)

Westchester / Rockland County / Lower CT

Posted by Hollinger Jobs as of 11/9/16. An established and growing P&C insurance brokerage operation is in need of an Assistant Controller to join their Accounting Team. The chosen candidate will support the Controller in managing all accounting functions, leading month-end and year-end financial statement preparation, and supporting internal control audits. Candidate must have 3 or more years of accounting/controller experience within an insurance brokerage environment. College degree expected, industry designations preferred. Compensation will be dependent on level of experience, up to \$75K plus benefits.

Please submit resumes and referrals in confidence to Cat Oliveira Caulfield, Sr. Insurance Recruiter at ccaufield@hollingerjobs.com, Jim Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or John R. Huttner, President at jrhuttner@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(67) Retirement Service Account Executive (Up to \$75K)

Westchester County

Posted by Hollinger Jobs as of 11/9/16. The Account Executive will be responsible for maintaining assigned client relationships. Duties include, but not limited to: providing high level client service addressing all service issues; providing research; problem solving and resolution support. Determining appropriate action; ensuring that our

commitments to our clients are met by being proactive. Monitoring and following up on assigned tasks. Maintain client files; provide feedback/solutions to the manager to minimize risk and improve processes. Excellent excel skills; comfortable with numbers; detail oriented; excellent time management skills; excellent follow up; bachelor's degree; 4 years of experience and knowledge of retirement profit sharing and pension plans; successful completion of 401K producers services training a plus; excellent written and verbal communication skills. Series 6 & 63, a plus. Salary commensurate with experience, budgeted up to \$75K with some flexibility.

Please submit resumes to Catarina Oliveira Caulfield, Sr. Insurance Recruiter at ccaulfield@hollingerjobs.com. Hollinger is a member of: (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).

(68) Brokerage Fine Arts Specialist (\$70K - \$95K +) NYC

Posted by Hollinger Jobs as of 11/9/16. This is a fabulous opportunity with a regional broker due to growth within the organization. Join a growing, regional firm with several offices in the U.S. and a strong history of business development. We are looking for an experienced AE with solid background in fine arts and related fields (auction houses, galleries, museums, jeweler's block, private collections, etc.). This confidential search requires an experienced P&C broker with a history of leadership and mentoring within their organization, and specific experience in Fine Arts. Position requires flexibility in balancing client interface, technical expertise, troubleshooting, client enrollment and retention. Some travel is expected. Ideally, candidates must have 7-10 or more years of experience in brokerage and/or underwriting, including familiarity with Lloyds. This is a collegial, highly professional, fast-paced environment where everyone pitches in on accounts. College degree and licenses are expected. Advanced degree, CPCU, CIC, etc. are preferred. Compensation will be dependent on level of experience \$70K - \$95K +.

Please submit your resume in confidence to Catarina Oliveira Caulfield, Sr. Insurance Recruiter at ccaulfield@hollingerjobs.com. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and WEB.

(69) Personal Lines AE (Up to \$70K) Westchester / Rockland County / Lower CT

Established and profitable retail brokerage is looking for a Personal Lines Account Executive to service and market new and renewal business. VIP account background

desirable. Requirements: At least 3-5 years direct servicing of Personal Lines Accounts. P&C License required. College degree strongly preferred. Compensation will be dependent on level of experience, up to \$70K plus full benefits package.

Please submit resumes and referrals in confidence to Cat Oliveira Caulfield, Sr. Insurance Recruiter at ccaufield@hollingerjobs.com, Jim Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or John R. Huttner, President at Jrhuttner@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the National Association of Personnel Services, the Professional Liability Underwriting Society, the Society of Human Resource Management, and the Worldwide Employee Benefits Association.

(70) Commercial Lines Marketing Specialist (\$65K - \$85K)

NY

Posted by Hollinger Jobs as of 11/9/16. A well-established and growing brokerage operation is looking for a skilled Commercial Lines Marketing Specialist to join their Westchester County office. Client is searching for candidates who can handle new business submissions and re-marketing on a broad range of commercial lines accounts, and experience with Construction account would be a plus (though not required). This candidate must have working knowledge of insurance company products and underwriting criteria, as well as, knowledge of Excess & Surplus line products & programs. Must be able to work with producers on strategy for each account submission. Candidates must be very well versed and knowledgeable on commercial lines coverages. This is a team oriented organization, friendly, and collegial organization. Compensation will be dependent on level of experience, \$65K - \$85K plus full benefits package.

Please submit all resumes, referrals, and questions to Catarina Oliveira Caulfield, Sr. Insurance Recruiter at ccaufield@hollingerjobs.com. Hollinger is a member of: (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).

(71) Brokerage AE / Property & Real Estate (\$65K - \$80K)

Philadelphia PA Region

Posted by Hollinger Jobs as of 11/9/16. An established & thriving brokerage firm is looking for a broker AE with real estate experience. The ideal candidate must have 5 or more years demonstrated customer service related experience, preferably in real estate accounts. This role is part of a team managing a portfolio of insurance for commercial real estate business which include both individual retail and program-driven accounts. Core duties involve servicing, marketing and placement of accounts. This is an excellent working environment with a collegial team. Broker's license is expected, BA is preferred, MBA, and CPCU, etc. are a plus. Compensation is up \$65K - \$80K +, DOE.

Please submit your resume in confidence to John R. Huttner, President, David J.

Hollinger Associates Inc. at jrhuttner@hollingerjobs.com, or you may contact John Huttner at 732.247.5656. Additionally you may reach out to Catarina Oliveira Caulfield, Sr. Insurance Recruiter at ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, the Society of Human Resource Management, and the Worldwide Employee Benefits Association.

(72) Brokerage MGA Operations Manager Mid – Atlantic (\$60K - \$80K)

MD

Posted by Hollinger Jobs as of 11/9/16. A well-established and growing P&C/MGA company, is searching for an Operations / Underwriting Manager for their Mid-Atlantic location. Candidates should have experience in day-to-day management and supervision for all underwriting and MGA/Brokerage operations. This position is available as the company aims for internal growth, and is an excellent opportunity for someone with the desire to join a growing profitable well run firm. The qualified candidate must have strong P&C coverage knowledge, clear understanding of underwriting/underwriting operations guidelines, be familiar with multiple carriers, and have proven experience developing and maintaining relationships with brokers in the P&C arena, including transportation. This is an in-house position with occasional client visits. Candidate must have strong interpersonal skills, a high degree of technical competencies, and be willing to invest themselves in helping move the business forward. Compensation (DOE) will be a base salary, plus additional bonuses and commissions based on performance. Base salary will be approximately \$75K to start, possibly higher depending on experience. Position includes full benefits package, as well as, 401K, profit sharing, and individual performance based bonus incentives.

Qualified candidates should submit resumes in confidence to Catarina Oliveira Caulfield, Sr. Insurance Recruiter at 732.247.5656 or ccaufield@hollingerjobs.com. Contact James A. Lieberman, jalieberman@hollingerjobs.com or John R. Huttner, jrhuttner@hollingerjobs.com

(73) Commercial Package Underwriter (\$60K - \$80K)

Northern New Jersey / Morris / Bergen County

Posted by Hollinger Jobs as of 11/9/16. "A+" property and casualty carrier writing national business is looking for a Commercial Package Underwriter to write new business and establish relationships with brokers and MGAs. A minimum of 3-6 years of direct commercial package underwriting, small to mid-size accounts, with a proven track record working directly with brokers and MGA underwriting facilities. Specialty underwriting experience with a carrier preferred. Strong technical and PC skills required. Bachelor's Degree required. Professional growth opportunities based on performance. \$60K - \$80K base, bonus, full benefits.

Ideal candidate should submit their resumes in confidence to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or Catarina Caulfield, Senior Recruiter at

ccaufield@hollingerjobs.com, or call 732.247.5656. Hollinger is a member of: (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).

(74) Insurance Risk Management Analyst (\$60K - \$80K)

NJ

Posted by Hollinger Jobs as of 12/9/16. Our client seeks a professional individual to support the Director and a Sr. Analyst in a global RM department. This is the No. 3 position and an excellent opportunity for a highly motivated, team oriented individual who is seeking a more challenging position that will better utilize their talents. The company will consider candidates with more than 2-3 years of experience in Risk Management, Underwriting, Claims or general insurance experience. Knowledge of a broad range of property and casualty coverages, as well as, knowledge of the overall healthcare industry, the medical community, pharmaceuticals and/or the life science industry is a plus. Compensation is up to \$60K - \$80K base plus generous benefits and bonus.

Qualified carrier underwriters should submit their resume in confidence to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.247.5656. Relocation assistance will be considered for qualified underwriters.

(75) Ocean Marine Cargo Account Executive (\$60K to \$75K)

NYC

Posted by Hollinger Jobs as of 11/9/16. An established and thriving broker with offices in NYC is in need of an Ocean Marine Cargo Account Executive. The chosen candidate should have 7 or more years of proficiency in Ocean Marine, Hull, Cargo mid-size account management experience, including servicing of new and renewal business. College degree and/or insurance licenses and designations required. Compensation is up to \$75K, DOE.

Please submit your resume in confidence to Catarina Caulfield, Sr. Recruiting Specialist at ccaufield@hollingerjobs.com or call Cat directly at 732.247.5656. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and WEB.

(76) Personal Lines Account Manager VIP (Up to \$60K)

NYC

Posted by Hollinger Jobs as of 11/9/16. Established and profitable NYC brokerage is in need of a Personal Lines Account Manager to service and new and renewal business. VIP or High Net Worth accounts background is required. Candidates should have 3-5

years direct servicing of Personal Lines Accounts. P&C License required. College degree strongly preferred. Compensation will be dependent on level of experience, up to \$60K base and a full benefits package.

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(77) Small Group Benefits Account Manager (\$50K - \$75K)

NY

Posted by Hollinger Jobs as of 11/9/16. Large and financially successful brokerage firm is looking for a Small Group Benefits Account Manager, responsible for handling a book of small group benefits accounts (100 lives and under). The chosen candidate will oversee all day-to-day servicing of clients, enrollment meetings, relationship management, wellness programs, and client presentations. Qualifications include 5 or more years of group benefits account servicing experience within an agency/brokerage setting. Valid NJ/NY Life, Accident, & Health license required. College degree preferred. Experience with agency management systems. Strong customer service and computer skills required. Compensation will be dependent on level of experience and will range from \$50K - \$75K base including full benefits package/incentives.

Please submit all resumes, referrals, and questions in confidence to Catarina Oliveira Caulfield, Sr. Insurance Recruiter at ccaufield@hollingerjobs.com. Hollinger is a member of: (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).

(78) Sr. Personal Lines Account Executive (\$50K - \$75K)

Manhattan

Posted by Hollinger Jobs as of 11/9/16. An established and profitable retail brokerage is in need of a Sr. Personal Lines Account Executive to service and market new and renewal business. VIP account background desirable. The chosen candidate must have at least 7 years of experience servicing a book of consequential Personal Lines business (including VIP, Fine Arts, Jewelers, etc.). College Degree and P&C License required. Sagitta or AMS experience preferred. Compensation will be dependent on level of experience, \$50K - \$75K plus full benefits package.

Please submit your resume in confidence to Catarina Caulfield, Sr. Recruiting Specialist at ccaufield@hollingerjobs.com or call Cat directly at 732.247.5656. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the

Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and WEB.

(79) Commercial Lines CSR / Account Manager (\$50K - \$60K)

Manhattan

Posted by Hollinger Jobs as of 11/9/16. A well-established large brokerage firm is looking to hire a Commercial Lines CSR/Account Manager for their NYC office. The qualified candidate must have 5 or more years of experience in a retail brokerage environment and a proven background servicing commercial accounts, with a good understanding of property accounts. This is an excellent growth opportunity for someone looking to make the next step in their insurance career. College degree and P&C license required, industry designations a plus. Compensation will be dependent on level of experience, \$50K - \$60K plus benefits.

Please submit your resume in confidence to Catarina Caulfield, Sr. Recruiting Specialist at ccaulfield@hollingerjobs.com or call Cat directly at 732.247.5656. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and WEB.

(80) Group Benefits Account Manager (\$50K +)

Central New Jersey / Monmouth County

Posted by Hollinger Jobs as of 11/9/16. Established retail brokerage firm running P&C and group benefits divisions is looking to hire a Group Benefits Account Representative to assist the Account Managers, Account Executives, Producers and Brokers in servicing a designated group of clients or book of business as it relates to marketing, claims, administration, and sales. Service large (70 percent) and small (30 percent) groups. Minimum of 3-7 years of direct group benefits account management including experience developing carrier, brokerage and underwriter relationships. L&H license required. \$50K base+ depending on background and experience level, full benefits package.

Qualified Group Benefits CSR's and Account Representatives should submit their resume in confidence to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.247.5656.

(81) Assistant Commercial Account Executive (\$40K - \$50K)

Posted by Hollinger Jobs as of 11/9/16. Large and financially successful retail brokerage firm is looking for an Assistant Commercial Account Executive, responsible for servicing multi-line commercial accounts, marketing, underwriting, servicing, renewal negotiation, risk analysis, consulting, problem resolution, reviewing and rating.

Qualifications include 1-5 years of commercial multi line account management with a retail brokerage firm. P&C License required. College degree required. Experience with Sagitta or AMS 360 preferred. Strong customer service and computer skills required. \$40K - \$50K base including full benefits package/incentives.

Please submit your resume in confidence to Catarina Caulfield, Sr. Recruiting Specialist at ccaufield@hollingerjobs.com or call Cat directly at 732.247.5656. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and WEB.

**(82) Brokerage Account Manager / CSR – Commercial Lines (\$40K - \$50K)
Philadelphia, PA**

Posted by Hollinger Jobs as of 11/9/16. An established broker, with offices in the Philadelphia area, is searching for a Customer Service Representative / Assistant Account Manager for day-to-day servicing of mid-sized commercial lines business including new and renewal business. Ideal candidates should have a broad range of commercial accounts experience, (both sizes and industries), in addition to excellent customer service skill sets, and strong communication, organizational and analytical skills. This is a small, friendly team, and everyone works together for maximum results. College degree and licenses are expected. College degree and/or insurance licenses and designations required. Compensation will be a base of \$40K - \$50K DOE, plus benefits.

Please submit your resume in confidence to Catarina Oliveira Caulfield, Sr. Recruitment Specialist at ccaufield@hollingerjobs.com or 732.247.5656. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or John Huttner, President at jrhuttner@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and WEB.

**(83) Group Benefits Account Specialist (\$35K - \$40K)
Northern NJ**

Posted by Hollinger Jobs as of 11/9/16. Large and financially successful brokerage firm is looking for a Group Benefits Account Specialist, responsible for providing service and support to the Group Benefits Account Management team. Qualifications include 1-5 years servicing experience within an agency/brokerage setting. Valid NJ/NY LAH License preferred. College degree preferred. Experience with agency management systems (specifically BenefitPoint or WorkSmart) preferred. Strong customer service and

computer skills required. \$35K - \$40K base including full benefits package/incentives.

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DIRECT JOB POSTINGS

(84) Advisen

Email Marketing Manager

New York City, NY

As of December 5, 2016

Description: Responsibilities: Grow our email list organically, not through bought or rented lists; Perform day-to-day email marketing activities including, but not limited to, email campaign set-up, scheduling, testing, tagging, and deployment of one-time, recurring, triggered and dynamic content-driven campaigns; Manage various email campaigns, including copywriting, template designs, and calls-to-action used in emails for our media, data, and technology businesses; Segment lists based on behaviors like past email engagement and website interactions (content downloads, site page visits, etc.); Measure results and optimize the lead nurturing workflows for these segments to convert leads into customers; Work to minimize list decay and unsubscribes and increase the effectiveness of our emails; Troubleshoots technical issues related to HTML templates, list segmentation, and other aspects of email execution, as required; Develop documentation and road maps for processes, A/B tests, and promotions that succeed through email; Take a proactive role in best practice sharing, knowledge building and resource gathering; Continue the transition of our marketing automation platform from Pardot to HubSpot, working with the marketing and CRM teams to successfully complete implementation; and Create and maintain Advisen's privacy policy.

Requirements: Bachelor's degree in Marketing, English, or related field preferred. At least 5 years of experience with a proven track record of success with planning and execution of email marketing campaigns, including: lead nurturing, marketing automation, and web analytics. Must have 3 years or more experience within insurance industry or working with SaaS companies in a B2B capacity. Experience with B2C and ecommerce a plus. Recent expert knowledge of marketing automation, particularly with HubSpot or Marketo. HubSpot experience and involvement in implementation preferred. Excellent understanding of email marketing concepts and metrics such as deliverability and sender reputation. Hands-on experience with using HTML to create campaign emails and landing pages. The ideal candidate must be

highly analytical and able to derive meaning from data through A/B testing and email optimization. Must also have the ability to prioritize and handle multiple tasks simultaneously while meeting numerous competing deadlines and impeccable attention to detail and ability to maintain a high level of quality and integrity in work product. Excellent written and oral communication skills also required. (Writing samples are required to apply for this position.)

To apply, send resumes to Charlene Farside at cfarside@advisen.com

(85) Allied World Insurance Company
Assistant Vice President, Underwriting Audit
New York, NY or Farmington, CT
As of December 8, 2016

Description: Allied World is recruiting for an Assistant Vice President, Underwriting Audit position to be located in either of our New York, NY or Farmington, CT offices. They are looking for a candidate who has casualty underwriting experience that would like to move onto the auditing side of the business. This position will be responsible for promoting effective and efficient internal controls throughout Allied World, specifically focusing on the development and execution of compliance efforts relating to the underwriting process. Responsible for completing a rotational schedule of underwriting audits on all lines of business across Allied World. Liaise with segment leads and CUO's to identify areas of focus for audits. Produce and present audit reports to department and senior management. Work with the compliance department to ensure underwriting is in compliance with state regulations. Other duties and projects as assigned relating to the underwriting audit functions within the Internal Audit department.

Requirements: 10 or more years of underwriting experience with significant focus on underwriting audit. In-depth knowledge of P&C insurance/reinsurance business processes and procedures. Strong organizational skills with attention to detail. Goal and team oriented. Able to work with minimum supervision. Ability to work under pressure and meet tight deadlines. Willing to travel and work overtime as required.

Contact Aleeta R. Jeamel at 860.284.1842 or aleeta.jeamel@awac.com