

WHO'S HIRING? 67 P&C Open Jobs are posted here from Allied World, HCC Global, HCC Specialty, OneBeacon, and Willis, as well as Hollinger Jobs and International Insurance Consultants.

RECRUITERS JOBS APPEAR FIRST BELOW FOLLOWED BY DIRECT POSTERS BEGINNING WITH JOB #60

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

Advisen.com clients can post jobs here for FREE as a courtesy. Tell your HR rep. Use this link:

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If you're not an Advisen.com client, each posting is \$250 or talk to us about package rates to post lots of openings throughout the year.

WHICH FIRMS ARE HIRING DIRECTLY?

- Allied World Assurance Company
- HCC Global Financial Products LLC
- HCC Specialty
- OneBeacon Professional Insurance
- Willis North America

WHICH RECRUITERS ARE POSTING JOBS?

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

67 JOB POSTINGS for mid - July 2014

ADVISEN'S EXECUTIVE SEARCH DIRECTORY

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Rick Mockel at 954.421.0122 or rick@iicuri.com

INSURANCE RECRUITING POSITIONS

(1) Business Opportunity (\$500K - \$800K)

Location Open

Are you recognized in your segment as one of the experts or the go to professional in that space? Our customer has A rated paper, excellent capital position and an appetite to continue to grow their footprint and their reach in the P&C industry. They are particularly interested in some form of specialization as compared to very general, broad stroke P&C insurance. The better you can differentiate your product niche and yourself, the easier it will be for them to invest in your vision. You can build a new company or could utilize some of the existing infrastructure in other parts of the operation. Location open. Total annual compensation \$500K - \$800K. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com. www.insurancerecruitersusa.com

(2) CFO – Chief Financial Officer (\$250K - \$300K)

Southeast

This is an established privately held enterprise that has a significant service entities and an insurance company. This position will report to the Chairman and the majority owner of the group. You must be well established and have significant leadership capabilities. This position will run this diverse corporate finance function with a number of operating companies reporting in with the appropriated staff in them. Additionally, you will be a part of the strategic

development of the firm. Any public company and Mergers & Acquisitions experience would be valuable. This is a highly visible role internally and externally. You will be the face of the enterprise to investors and evaluate and drive a significant M&A strategy. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com.
www.insurancerecruitersusa.com

(3) Brokerage Executive (\$200K)

Midwest

Posted by Hollinger Jobs as of 6/26/14: Hollinger needs a seasoned executive to run the Midwest branch for a well-established Insurance Broker. We need an individual capable of wearing several hats and provide leadership by example and enrollment. Duties include overall business development, community advocacy, administration and management of revenue, finances and employees, along with, maintaining a people-friendly, cost-effective, team environment. The position is responsible for all business activities of the branch including managing client & new business development, recruitment, hiring, and training. Requisite skills include effective communication with clients and staff, along with the ability to provide market strategies and financial metrics, integrate new processes, plan and manage for growth, and implement mentoring and training initiatives. Candidates will enjoy both an excellent collegial team to work with and a positive work atmosphere. Candidates must have a strong knowledge of industry markets & niches and a history of hands-on management and involvement. Position is in a major Midwest Insurance city Center. Degree & designations – BA, CPCU, ARM, etc. are expected, MBA, is a plus. Compensation up to \$200K+, DOE. 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. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(4) Casualty – Personal Lines Product Management (\$200K)

Chicago, IL

This is a major A rated insurance company that has a significant presence in the personal lines business. The position is not a replacement role, you will work with the #1 personal lines executive to develop and implement tools and strategy measurements to be able to successfully support continued expansion of product offerings geographically. You will need experience with personal lines auto and liability in an underwriting role. Responsibilities will include competitive analysis, rating, pricing, interaction with actuarial department, modeling, profit & loss responsibility. This

is an opportunity to have real impact on the company, the personal lines portfolio and your career. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com. www.insurancerecruitersusa.com

(5) CUO Commercial Underwriting (\$200K + Participation)

Dallas, TX

This A rated carrier is looking for leadership in its commercial underwriting operation. This position will report directly to the President of the company. You must have a solid underwriting history in commercial lines to include auto, GL, WC and packages. You will be responsible for this \$100 million plus portfolio of agency delivered business. The responsibility will include management of the entire underwriting complex to include loss control, audit, etc. Specific corporate/home office underwriting will be very helpful which would include management of line of business, rate analysis, product development, competitive analysis, pricing and appetite. You must have strong leadership skills and be excited about your career and the business. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com. www.insurancerecruitersusa.com

(6) General Counsel (\$200K)

Midwest

This is an established AM Best A rated company. The position will report to the President of the carrier. You will have experience in the P&C industry or the financial services business. The General Counsel for this firm will have a seat at the leadership table to influence the strategic direction and ultimate outcome of the company. This company is expanding and so the position will be involved in product roll outs, filing, regulatory compliance, etc. Additionally, the role will have traditional General Counsel Responsibilities in contract reviews, human resources, vendor management, real estate, reinsurance agreements. This company is part of a global group so there will be involvement in corporate legal also. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com. www.insurancerecruitersusa.com

(7) Home Owners (Personal Lines) Product Management (\$200K)

Chicago, IL

This is a major A rated insurance company that has a significant presence in the personal lines business. The position is not a replacement role, you will work with the #1 personal lines executive to develop and implement tools, strategy measurements to be able to successfully support continued expansion of product offerings geographically. You will need experience with personal lines property, home owners and fine arts in an underwriting role. Responsibilities will

include competitive analysis, rating, pricing, interaction with actuarial department, modeling, profit & loss responsibility. This is an opportunity to have real impact on the company, the personal lines portfolio and your career. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com.

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(8) Property E&S (To \$175K)

Atlanta, GA / Tampa, FL

A+ Best rated global insurance group seeks E&S Property Underwriter in Tampa or Atlanta. This company has enjoyed significant expansion in the property market and has had solid profitability. They seek to expand this division by hiring underwriters with strong property acumen and a comfort dealing with wholesale brokers. The risks include both coastal cat and non-cat business and TIV's below \$1 billion. Their class of acceptable risk selection is wide and open to a variety of categories. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com.

www.insurancerecruitersusa.com

(9) Equity Producer (\$150K - \$300K)

Any City

Highly successful independent agency seeks a seasoned Producer with a following or niche to join the owners of the firm. This is an equity opportunity to join a firm that has been growing quickly and steadily. This firm is so busy that they can take people with non-competes. They can keep you working on their accounts and away from your accounts for 12 or 24 months while your non-compete expires. This opportunity will allow you to stay where you are. They will provide marketing and technical support from their offices and they own a wholesale and MGA operation and employ underwriters and may get the pen for your niche in the future. Meanwhile, they have several markets and relationships to place your business with. This organization is looking to take their successful sales people and provide an equity opportunity for a long-term relationship. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com. www.insurancerecruitersusa.com

(10) Regional Group Benefits Sales Manager (\$150K - \$225K)

East

Posted by Hollinger Jobs as of 6/26/14: Established P&C and group benefits brokerage firm is seeking a Regional Sales Manager of Benefits Consulting to support the Regional EVP Sales Leader and regional benefits producers in the NYC / NJ Region. Will implement and measure the regional go-to market strategy, and support initiatives within the overall

benefits strategy. The role will lead the integration of this plan with all cross-functional products, solutions and support services. Focus will primarily be on operational and sales improvements of the benefits delivery and production. Critical success factors include: execution of initiatives, maximizing producer productivity, product launches, training & development, field engagement and cross functional integration. College degree and 5+ years' direct sales production and sales management experience. 5+ years operations experience in a service-oriented consulting environment; ideally health & welfare consulting Comprehensive understanding of operations, development of business models (best practices), how to leverage technology, resource allocation and personnel development Expertise in plan design, wellness, consumerism, employee engagement, disease management, &ACA. Ability to fully understand market positioning, strategy and products. Ability to fully understand customer requirement, challenges and priorities. Strong organizational, problem solving, training, and troubleshooting skills. Strong leadership, interpersonal, oral and written communication skills. Excellent understanding of business process design. Knowledge of MS Office, including MS Word and Excel. \$150K - \$225K base depending upon experience level, incentive plans and benefits package. Local travel. Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. 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.

(11) Property Leader Middle Market (\$150K - \$200K)

Northeast

This is an excellent opportunity with this highly visible and strongly capitalized insurance carrier to have impact on their property portfolio and your career. You must have a clear and deep knowledge of the CAT exposed middle market commercial product areas to include coastal exposed in Florida and the Gulf Coast. The specific occupancies will include, but are not limited to condos, retail and offices. You will understand RMS modeling and engineering characteristics that make an account in this space a better risk compared to peers in the group. This carrier has the capital to deploy for a smart move into this underserved space. You will have a great underwriting pedigree and have strong leadership skills. For more information, please contact Rick Mockel at 954.421.0122 or rick@iicuri.com. www.insurancerecruitersusa.com

(12) Commercial Underwriting Director (\$150K - \$175K)

East

Posted by Hollinger Jobs as of 6/26/14: A+ property and casualty insurance carrier is seeking a Commercial

Underwriting Director to provide input and sound judgment into the development of underwriting policies and standards that support developing products, services, and new programs and work in conjunction with Product Development to develop coverage forms and appropriate pricing. 10 -15 years multi-line middle market underwriting experience in P&C with a strong background in insurance coverage and with at least 5 years prior staff management experience. Knowledge and experience in product development a plus. 4 year college degree with strong verbal and written skills. CPCU or equivalent professional designation or educational equivalent. Travel to underwriting branch offices as needed with a base in New York City. Salary \$150K - \$175K depending upon experience level, bonus, benefits package including 401K, pension plan and company car provided. Approximately 30% travel, mostly to branch offices. Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. 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.

(13) Large Account Property Specialist (\$150K - \$170K)

Boston, MA

This highly rated company is recognized as a go-to-market in the “all risk” property arena. This division does both primary and excess layers. This is a national footprint that has a very strong relationship with wholesale brokers nationally. They are highly skilled underwriters and are looking to add a talented team member. You will have a demonstrated track record of better than average success in the high risk property business. You will be intellectually strong in understanding modeling, pricing and coverage issues. You will be part of this highly collaborative, high visibility and highly impactful company. You will need to be able to differentiate yourself. This company is a market maker. For more information, please contact Rick Mockel at 954.421.0122 or rick@iicuri.com.

www.insurancerecruitersusa.com

(14) Business Development Manager (To \$150K + Bonus)

Philadelphia, PA & Seattle, WA

A+ Best rated carrier seeks Marketing Executive to lead distribution relationships. This person will have responsibility for developing the distribution strategy including the design of commission plans and setting the production goals of those producer partners as well as those of the in-house sales team. You will appoint new agents and evaluate underperforming producers for termination. This position will be heavily involved with internet sales. You will also identify affinity partners that will support the development of program business. This is specialty niche business and

they design products to supply customers with all property casualty exposures. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com. www.insurancerecruitersusa.com

(15) California E&S Construction Underwriter (To \$150K + Bonus)

San Francisco, CA

A+ rated international carrier seeks an E&S construction underwriter to join the west coast casualty operation. This operation is located in San Francisco and will handle primary casualty non-admitted casualty construction accounts. This is a growing book of business that is generated through the wholesale broker distribution community. This operation has grown to over \$25million in mono-line GL and they handle wrap-ups across the country. Buyers and brokers like the A+ Best rating because it makes getting excess coverage less challenging. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com. www.insurancerecruitersusa.com.

(16) Director of Home Office Underwriting Operations (To \$150K + Participation)

Northeast

This specialty carrier, known for their business acumen, enjoys both an excellent AM Best rating and outstanding brand recognition. They have been growing their volume and expanding their operation and have an opportunity in their home office for a solid commercial property / casualty underwriting professional. The role will report to the Senior VP of Underwriting with its focus on the operational aspects of the underwriting side of the business. Responsibilities will include product development, data integrity review and approval for corporate CAT projects, management of loss control and premium audit vendors, act as an IT resource with respect to underwriting systems, management of underwriting SOX compliance as well as underwriting review programs. Position will also interface with reinsurance and actuarial departments. Interdepartmental skills will be important. If you are a solid underwriter, understand the business and have had exposure to these operational underwriting areas you could be considered for this opportunity and move yourself to the next level. For more information please contact Rick Mockel at 954.421.0122 or rick@iicuri.com. www.insurancerecruiterusa.com

(17) Assistant Vice - President – Commercial Lines Underwriting (\$140K and Participation)

New Jersey

This growing and profitable niche / specialty carrier has an outstanding opportunity for a bright and technically strong commercial lines underwriter. This opportunity reports directly to the Senior VP of Underwriting and will lead the underwriting department as they continue to grow and expand locations. This is a home office role that will manage

the underwriting team, assist with referrals, pricing, product development and strategy. You must be able work collaboratively with other home office departments and handle special projects. Supervisory or management experience is a plus. This firm has an excellent rating and brand recognition. They are known for their quality and entrepreneurial business approach. For more information please contact Rick Mockel at 954.421.0122 or rick@iicuri.com. www.insurancerecruitersusa.com

(18) Casualty E&S Manager (To \$140K Base + Bonus)

Atlanta, GA

A rated specialty E&S carrier with an excellent reputation seeks Manager to lead their casualty E&S book. This position has responsibility for the east coast primary casualty business. This is non-admitted surplus lines business that is delivered through wholesale brokers. This operation has been moved to Atlanta and involves growing a department of underwriters over time. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com. www.insurancerecruitersusa.com

(19) Territorial Property / Inland Marine Specialist (\$130K - \$150K + Bonus)

National Opportunity

This major insurance group enjoys an excellent AM Best rating and is recognized for their quality underwriting, leadership and successful business endeavors. They are expanding their property / inland specialty company due to their success and are seeking quality underwriting professionals possessing business intelligence and a desire to succeed. The goal is to develop and own a region of the country. Strong property / inland marine underwriting skills, marketing skills and the ability to see the big picture will be required. Knowledge of the territories market exposures and familiarity with the distribution partners will be a plus as you will play a significant role in developing strategy, guidelines, appetite and pricing. These opportunities offer a comprehensive look and exposure to the business model. If you do not have the full 360 degree understanding or experience now, but are smart, intellectually curious, motivated and committed, this could be the chance to round out your capabilities. The firm is patient and underwriting focused. This is a leadership role that will require a special person that is interested in excelling and advancing their career. These opportunities will have a very competitive salary based on market and will be bonus eligible. If you feel you have the skills required to develop a territory and would like more information on these opportunities please contact Rick Mockel at 954.421.0122 or rick@iicuri.com. www.insurancerecruiterusa.com

(20) Package / Property Home Office Underwriter (\$130K + Bonus)

New Jersey

This is a highly rated insurance company with a very strong capital position. This carrier is growing in the US and is currently seeking a strong technical underwriting professional in the property business. Your experience can be in the mono-line property area or packages. This position will report directly to the executive officer of the department. You will be responsible for delegating underwriting authority, training and development, pricing, product and be a part of the leadership team in the strategic direction of the property portfolio. For more information, please contact Rick Mockel at 954.421.0122 or rick@iicuri.com. www.insurancerecruitersusa.com

(21) Regional Inland Marine Specialist (\$130K + Bonus)

Arizona Region

An opportunity exists within this highly reputable insurance group for a strong property and inland marine underwriter to assist them in expanding this regional market. This firm enjoys an excellent AM Best rating and is looking for a professional with strong underwriting skills that has the ability to build and maintain agency and broker relationships and is self motivated. The group is a patient and underwriting oriented firm and this opportunity will be an evolving leadership role that will help in developing strategy, appetite and guidelines. This is an opportunity to get a complete view of the business, so energy, passion and a desire to learn and develop are important personal characteristics for this role. The responsibility will be to develop the Arizona region and surrounding area and being knowledgeable of this market and the distribution partners will be a plus. For more information please contact Rick Mockel at 954.421.0122 or rick@iicuri.com. www.insurancerecruitersusa.com

(22) Brokerage – Senior Large Lines AE (\$125K - \$160K +)

NY area

Posted by Hollinger Jobs as of 6/26/14: A top 20 broker in the NY area seeks a highly motivated, professional individual to work with large national accounts in a Senior AE role. This position is available due to a retirement. Ideal candidates should have 10+ years of experience in handling significant P&C accounts, both national and regional. This is a full servicing role and AEs are expected to have solid technical competencies, take a consultative approach in client interface, provide viable market options and actively explore any potential business development opportunities. Additionally, they must have a history of developing and maintaining client relationships and rounding out of accounts. This is a collegial team oriented environment where everyone pitches in for the client's needs. College degree and licenses are expected. Advanced degree, CPCU, CIC, etc. are preferred. Compensation base will be \$125K - \$160K+, 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. 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.

(23) Senior Account Executive - Retail Brokerage (To \$125K)

New York, NY

Posted by Hollinger Jobs as of 6/26/14: Established retail brokerage firm due to new business is seeking an addition to staff, a Senior Account Executive for Commercial Lines General Business. The qualified candidate will be responsible for marketing new business for Producers and market renewals. Service and monitor unit accounts and disseminate account activity. Evaluate existing coverages and make recommendations as needed. Receive, review and forward invoices, policies, endorsements and other documents as necessary. Review and audit policies for compliance with internal procedures and in accordance with binders' specification. Apply (basic) proficiency of loss analysis, SIRs, Retrospective Rating / loss sensitive plans on account activity as needed. Assure proper disposition of items on expiration lists. 7-10 years servicing experience, preferably with broker. To \$125K base + incentives and full benefits package. College degree required. P&C License required. Strong background servicing real estate accounts. Excellent interpersonal, technical and pc skills. Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. 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.

(24) Home Office Underwriting Supervisor Northern (\$120K - \$130K)

New Jersey

Posted by Hollinger Jobs as of 6/26/14: A+ national carrier is seeking a Commercial Lines Underwriting Supervisor. Reporting to the SVP of Underwriting, the Underwriting Director will be responsible for underwriting operations, administrative and compliance functions. Major emphasis managing and oversight of quality review, SOX Compliance, reinsurance treaties, IT / Underwriting systems, CAT modeling projects, product development, policy drafting and other assigned duties. 7-12 years of progressive commercial multi line underwriting management as well as deep technical expertise related to product development, compliance and IT / systems. Excellent pc, interpersonal and communication skill sets. Leadership background required. College degree, CPCU, CIC, ARM or other appropriate designations highly desirable. Experience working in a leadership role within a corporate or Home Office environment preferred. \$120K - \$130K base including incentives 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 Catarina Oliveira, Recruiting Specialist at coliveira@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(25) Accounting Director (To \$120K + Bonus)

Southwest

This is a profitable A rated insurance company that is part of a billion dollar + group. The position will run the finance / accounting department of 10 and report to the CFO. You will have a CPA and experience in the property & casualty or financial industry. The position will oversee the financial reporting, budgeting, and preparation of taxes, audits, agency accounting and other needs of the company. The company will consider someone from the public accounting firm area provided you have some insurance customer experience. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com. www.insurancerecruitersusa.com

(26) E&S Casualty Underwriter (To \$115K Base)

Chicago, IL

Global A rated P&C insurance carrier seeks a seven year strong casualty underwriting type with experience in primary surplus non-admitted casualty and a solid contact base with the Midwest wholesale brokerage market. This is an opportunity to utilize your technical underwriting within a firm that enjoys an excellent reputation in the market place. This is A paper for auto, general casualty and some product liability lines, primarily for the construction and manufacturing fields. This division has been growing and handled eight Midwestern states. This is a profitable book of business. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com. www.insurancerecruitersusa.com

(27) Senior Casualty Underwriter / International Business (\$110K - \$120K)

New York, NY

Posted by Hollinger Jobs as of 6/26/14: A+ property and casualty carrier with domestic and international business is seeking a Sr. Casualty Underwriter for their NYC underwriting operations. The qualified underwriter will have 5-10 years direct experience and will be responsible for writing new business both domestic and international. Experience and/or exposure to Reverse Flow business and interest in Reverse Flow are required. The qualified underwriter will

have a background underwriting gl, auto, wc, property, excess, umbrella as well as some E&O professional liability. Deep knowledge of ISO ratings and casualty policy forms required. In addition, the underwriter on occasion will travel domestically and internationally to visit global underwriting offices and client visits. College degree preferred. CPCU, ARM other insurance professional designations highly desirable. Strong technical, analytical and business development skills required. Excellent communication and writing skills as well as bilingual a strong plus. Salary \$110K - \$120K depending upon experience level, bonus plan, full benefits. Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. 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.

(28) Regional Marketing Representative – Southeast (To \$110K + Bonus)

Southeast

Growing, middle market division of an A+ Best rated company seeks a marketing person to call on the 10 states in the Southeast from Alabama to Pennsylvania. You will call on independent agents and have responsibility for the appointment of new products, as well as monitoring the results and taking the appropriate action to meet the region's business objectives. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com. www.insurancerecruitersusa.com

(29) Claims Management – Workers Compensation (\$110K)

Midwest / Chicago

This is a well respected A rated insurance company that is profitable and continues to grow prudently. The position will lead the WC claims function for this \$200 million P&C carrier. This isn't a WC specialty firm, but has WC in its portfolio. You will be strong technically in WC but as important you are a strong leader of people and strategy. You will be part of the claims nucleus that will set the course for continued success. Department of approximately ten people. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com. www.insurancerecruitersusa.com

(30) Brokerage New Business Development Opportunity Producer / P&C Sales (\$100K - \$200K)

New Opportunity – New York, NY

Posted by Hollinger Jobs as of 6/26/14: Our client, an established and growing Brokerage firm in NYC, is actively seeking individual producers with an established history of P&C sales and production in consequential middle market

business. The qualified candidate will have a proven history in revenue generation, new business development, sales and marketing, and a track record of developing and maintaining relationships. This is a profitable, well-run Brokerage Firm and this position affords an excellent opportunity for someone to grow and maintain a book of business.

Candidate must have strong interpersonal skills, a high degree of technical competencies, be “well connected” in the respective community and business niches, and have a strong “pipeline” and business plan. College degree and licenses are expected. Advanced degree, CPCU, RPLU, etc. are helpful. Compensation will be \$100K - \$200K, DOE with generous and competitive commissions, plus a complete benefits package and bonus. 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. 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.

(31) Senior Auditor (\$100K - \$125K)

Southern New England Area

Posted by Hollinger Jobs as of 6/26/14: Our client, a major carrier seeks a Senior Auditor who will focus on the development and execution for the US audit plan. This role is responsible for drilling down into existing internal controls for audits, performing analyses and making recommendations for new procedures within the operating groups, including an in depth analysis of financial and operational standards; additionally, assessing the business processes and evaluating the overall risks. Some overnight travel. Collegial environment with a good opportunity to grown within the existing structure. Ideal candidate will have 5+ years' commercial P&C auditing experience, plus supervisory experience. Strong knowledge of GAAP and Statutory accounting principles, as well as claims, and underwriting operations also a must. A degree along with a CPA or CIA is a plus. Compensation DOE \$100K - \$125K plus bonus. 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 Catarina Oliveira, Recruiting Specialist at coliveira@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(32) A&E Claims Manager (\$100K - \$120K)

Hartford area, CT

Posted by Hollinger Jobs as of 6/26/14: Our client an A+ P&C insurance carrier is seeking a Claims Manager to join

their CT office. The ideal candidate will have a strong understanding of professional liability claim management, as well as, a proven background in handling Architects, Engineers, Construction, and / or Builder's Risk claims. The chosen candidate will manage individual claims from start to finish and consistently work to maintain high quality claims management and customer service experience. College degree and / or industry designations are expected. Compensation will be dependent upon experience, \$100K - \$120K plus bonus and full benefits package. Please submit resumes and referrals to Cat Oliveira Caulfield at coliveira@hollingerjobs.com or to Jim Lieberman at jalieberman@hollingerjobs.com, or call Cat / Jim at 732.247.5656. 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.

(33) Commercial Property Casualty Underwriter (To Low \$100K's + Bonus Potential)

Chicago, IL

Due to growth and expansion this highly rated specialty carrier has an excellent opportunity in their Chicago location for a sharp commercial property casualty underwriter that has good underwriting and marketing skills. This is a growth opportunity with a quality organization and will require a business intelligent underwriter that is interested in growing an operation as well as their career. Firm specializes in high end habitational exposures as well as high end restaurant risks. In addition to having strong underwriting and marketing skills you will need to be able to work with little direction and be able to assist in guiding another underwriter. This is a future leaders opportunity and if you think you have the skills for the role, please contact Rick Mockel for more information at 954.421.0122 or rick@iicuri.com. www.insurancerecruiterusa.com

(34) Surety Bond Underwriter (To Low \$100K)

Texas

This opportunity is for a solid 6 plus year contract surety bond underwriter that possesses strong marketing skills. The position requires knowledge of contractor exposures and the ability to evaluate their financials to provide surety credits. These contractors do not have audit quality financial statements so solid technical experience is required. You will travel to evaluate these risks in the Texas market place and you can be located in Dallas, San Antonio, Waco or Austin. Other Texas locations may also be viable as well as from outside the area as long as Texas is your market. For more information, please contact Rick Mockel at 954.421.0122 or rick@iicuri.com. www.insurancerecruiterusa.com

(35) Excess Casualty Underwriter (\$90K - \$125K)

Northern New Jersey, NJ

Posted by Hollinger Jobs as of 6/26/14: A+ carrier with national and global business is seeking an addition to staff, an Excess Casualty Underwriter to join a growing team developing a \$30-\$60 million dollar national book of business. The qualified candidate will have 5-10 years of direct commercial lines (small to mid size accounts) underwriting all lines (gl, wc, auto, excess) and marketing to the wholesale brokerage community. Candidates who underwrite most of these coverages and / or work with retail brokers and want to work with wholesalers with the willingness and desire to take on more responsibility and have an aggressive and motivating desire to succeed will also be strongly considered. College degree preferred. Designations or pursuing designations a plus. \$90K - \$125K+bonus and full benefits package. Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. 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.

(36) Referral Underwriter - Commercial Property (\$90K - \$125K)**Northern New Jersey, NJ**

Posted by Hollinger Jobs as of 6/26/14: A+ property and casualty carrier with domestic and global business has a newly created position, a Commercial Property Referral / Home Office Underwriter. Reporting to their Head of Property, the qualified candidate will provide complete underwriting support for all property, inland marine and crime related commercial accounts. The Referral Underwriter will work with both field and inside property underwriters and managers with respect to referral underwriting, product development, compliance, underwriting guidelines and manual development, underwriting training, IT / Systems, competitive analysis, forms development and other assigned projects. The Referral Underwriter will additionally partner with IT, Actuarial / Product Development and Property Claims experts. Qualifications include a 4 year Bachelor's Degree preferred. CPCU, CIC, AU preferred and / or pursuing designations a plus, deep knowledge of commercial property products, underwriting, pricing and coverage. Strong analytical and problem solving skill sets. Proven background working well in a team with excellent project management, interpersonal and communication skill sets. Position is based in Northern New Jersey. Candidates from New York City Area and Eastern Pennsylvania Region also encouraged to apply. \$90K - \$125K depending upon experience level, including bonus and full benefits package, 401K, pension plan. Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. 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.

(37) Surplus Lines Property Underwriter (\$85K - \$130K)

Southeast

Posted by Hollinger Jobs as of 6/26/14: A+ property and casualty insurance carrier with national book of business is seeking a Surplus Lines Underwriter for the Southeast / Florida / Georgia region. Qualified candidates will have 7-15 years of commercial property underwriting and marketing experience, including CAT and non-CAT business, preferably within the excess and / or surplus lines environment. Candidates should have direct underwriting experience with a P&C carrier. Proven background developing retail and / or wholesale brokerage relationships. College degree preferred. CPCU and / or other designations highly desirable. \$85K - \$130K base depending upon experience level, including bonus plan and full benefits package. Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. 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.

(38) Commercial Middle Market Underwriter (\$85K - \$100K)

Cincinnati, OH

Posted by Hollinger Jobs as of 6/26/14: A+ property and casualty insurance carrier is seeking a Commercial Middle Market Underwriter, responsible for underwriting new business and developing relationships with the retail agency plant. Minimum 5 years of direct carrier underwriting within the standard lines commercial coverage marketplace (wc, gl, property, auto, marine or package background, with account size expertise in the \$100K – \$500K premium range. College degree preferred. Designations a plus. \$85K - \$100K including bonus, benefits, 401k, etc. Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. 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.

(39) Commercial Underwriting Auditor (\$85K - \$95K)

New York City, NY

Posted by Hollinger Jobs as of 6/26/14: A+ property and casualty carrier is seeking a Commercial Lines Underwriting Auditor. The qualified candidate will have 7-15 years of commercial multi line or package underwriting at the Home

Office level, but will consider branch underwriters with strong technical and underwriting operations background. Underwriting audit background required, acting as an individual auditor or part of an underwriting audit team. Bachelor's Degree required. CPCU or CIC designations highly considered. \$85K - \$95K base +incentives, benefits package. Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. 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.

(40) Ocean Marine Claims Specialist (\$85K - \$90K)

New York, NY

Posted by Hollinger Jobs as of 6/26/14: A+ property and casualty carrier is seeking an addition to staff, an Ocean Marine Claims Specialist, to conduct thorough investigations, evaluate and negotiate complex claims including litigation, coverage issues and subrogation that will ensure compliance with carrier claim handling guidelines & / or requirements of principals regarding TPA business, including reserving and payment practices, resource management, regulatory requirements and Fair Claims Practices Acts. Bachelor's degree (B. A.) from four-year College or university is preferred. High School Degree or G.E.D. is required. 10+ years proficiency in Ocean Marine and Cargo claims experience including handling marine claims; successfully negotiating settlements; verifying coverage; appropriately setting reserves; and successfully completing investigations. \$85K - low \$90K base range plus incentives, full benefits package. NYC location. Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. 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.

(41) P&C Producers (\$80K - \$160K)

New Jersey / New York

Posted by Hollinger Jobs as of 6/26/14: Our client, a national brokerage firm, is expanding its practice to include a full range of P&C commercial lines. This has created several exciting growth opportunities for Insurance Sales Professionals / Producers in the NY / NJ area. It is not necessary for the producer to have or move a book of business to qualify for this position. This is a uniquely structured role with committed back office support and well-established prospecting and qualifying systems in place. Appointments are researched, pre-qualified and assigned by the business development team to each producer. Additionally, new producers will receive ongoing training and development for

sales methods and techniques and specific P&C product training. There is a strong benefits team in place so cross-selling opportunities, account migration and working closely with the benefits producers is encouraged. Qualified Candidates must demonstrate strong communication, negotiation and closing skills, as well as having 5 years of solid sales experience in P&C insurance and / or related industry sales. In addition, having a proven track record of soliciting new accounts and generating revenue, along with the knowledge to cross-sell group benefits is a plus. Strong technical competencies and knowledge of product line coverage and risk exposures is a major asset. College degree and licenses are expected. Advanced degree, CPCU, RPLU, etc. are helpful. Compensation will be DOE \$80K - \$160K base with generous and competitive commissions, plus a complete benefits package and bonus. 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. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(42) Commercial Underwriting Unit Leader (\$80K - \$95K)

Burlington, VT

Posted by Hollinger Jobs as of 6/26/14: A+ property and casualty insurance carrier is seeking a Commercial Underwriting Unit Leader for their Vermont underwriting facility. Qualified candidates should have 6-10 years of commercial multi line underwriting, middle market account background, underwriting and marketing to retail agents in Vermont. Proven background underwriting profitable business in addition to, establishing retail agency relationships in a leadership role. College degree preferred. \$80K - \$95K including full benefits, profit share, etc. Succession planning opportunities based on performance. Insurance designations desirable. Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. 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.

(43) Brokerage - Senior Commercial Lines AE (\$75K - \$100K +)

New York, NY

Posted by Hollinger Jobs as of 6/26/14: Our client, a well established broker with offices in NY, seeks an experienced Sr. AE with medium to large size account background. This is a full service AE / client servicing function with additional duties for new business development and rounding out of accounts. Ideally, candidates should have 5+ years of

experience in a consequential servicing role, along with strong technical competencies. This individual will be responsible for day to day servicing and account management, thus ensuring overall account profitability. Additionally, each candidate must have a history of developing and maintaining client relationships, as well as, new business development & marketing to prospective clients. This is a solid team oriented environment with each person responsible for their own work and pitching in where necessary. College degree and licenses are expected. Advanced degree, CPCU, CIC, etc. are preferred. Compensation will be \$75K - \$100K+ DOE. Please submit your resume in confidence to John R. Huttner, President, David J. Hollinger Associates at [jruttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com), or call John 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.

(44) Brokerage AE – All Lines P&C (\$75K - \$95K +)

New York, NY

Posted by Hollinger Jobs as of 6/26/14: Our client, an established insurance brokerage firm in NY, seeks 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 at [jruttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com), or call John 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.

(45) Marketing Representative / Territory Manager (\$75K - \$90K)

New York, NY

Posted by Hollinger Jobs as of 6/26/14: We are recruiting for marketing rep to develop the upstate NY territory for an established program manager / underwriter. This role is responsible for marketing Workers Comp programs and underwriting services to brokers and agents and developing program initiatives with the marketing and underwriting staff. The successful candidate will have a minimum of 3-5 years of marketing experience including worker's comp, a history of developing and maintaining client relationships, and new business development & marketing to prospective clients. Knowledge of safety, loss control and / or claims is an additional plus. College degree and licenses are

preferred. Advanced degree, CPCU, CIC, etc. are welcome. Compensation will be DOE \$75K - \$90K+ and bonus. 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. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(46) Senior Financial Analyst / CPA (\$75K - \$80K)

Hartford, CT

Posted by Hollinger Jobs as of 6/26/14: P&C carrier is seeking a Senior Financial Analyst, a member of the U.S. Finance Team, engaging in all aspects of Financial and Regulatory reporting, including responsibilities related to State filings, premium tax returns and corporate tax returns. The position is a key contact for both the external auditors and external tax advisors. The main responsibilities of the position include preparation and filing of the Statutory “yellow book” for the insurance carrier. B.S. Degree in Accounting. 5-10 years experience with financial reporting, preferably in the financial services industry (insurance being most preferred) related industry. Must have passed CPA requirements. Compensation: \$75K - \$80K's+20% discretionary bonus, OT eligible, full benefits package. Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. 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.

(47) Brokerage AE – Large Accounts (\$75K)

New York, NY

Posted by Hollinger Jobs as of 6/26/14: Our client, a top ten broker in the NYC area, seeks a professionally driven candidate to work with large and national accounts in an AE role. This individual is responsible for day to day account servicing and management, ensuring overall account profitability. Ideal candidates should have 3-5 years experience in a client servicing role, excellent communication and relationship building skills, as well as strong technical competencies. The client company is well run with an environment that is collegial and team oriented with each person expected to perform their own work as well as assist in servicing the client’s needs overall. College degree and licenses are expected. Advanced degree, CPCU, CIC, etc. are preferred. Compensation will be \$75K, DOE. Bonus potential and long term promotional opportunities. 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. 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.

(48) Casualty Brokerage Marketing Specialist – Large Commercial Accounts (\$75K)

New Jersey

Posted by Hollinger Jobs as of 6/26/14: Our client, a well established broker with office in NJ, seeks a skilled Marketing Specialist. This role is responsible for handling new business submissions and renewal marketing of casualty accounts, including Real Estate & Manufacturing, as well as, financial firms. Must be able to work with producers and AEs on strategy for each account submission. The company environment is collegial and team oriented with each person expected to perform their own work as well as assist in servicing the client's needs overall. The ideal candidate will have 3-5+ years of large account experience and good carrier relationships should be in place. College degree and / or designations preferred. Compensation is \$75K, DOE. 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. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(49) Underwriter Senior Commercial (\$70K - \$95K)

New Jersey

Posted by Hollinger Jobs as of 6/26/14: A+ property and casualty carrier with a niche in specialty business is seeking a Commercial Underwriter with multi line commercial and / or package underwriting with products liability experience to underwrite and market profitable business in an effort to continue to grow and expand the New Jersey Operations. Qualified candidates should have a minimum of 7 years commercial underwriting & sales / marketing to independent agents. ISO Forms background required. Excellent technical and business development skill sets is required. Well versed in commercial coverages. Work with internal and external departments to increase bottom line. College degree and/or designations preferred. This is a growth opportunity position. \$70K - \$95K including full benefits package. Please submit resumes in confidence to Jim Lieberman, Sr. Vice President at jalieberman@hollingerjobs.com or call 732.247.5656. 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 Society, the Society of Human Resource Management, and the Worldwide Employee Benefits Association.

(50) Commercial Lines Habitational Underwriter (\$70K - \$85K)**New York / New Jersey area**

Posted by Hollinger Jobs as of 6/26/14: A+ property and casualty carrier is seeking a Commercial Lines Underwriter to add to their team. The ideal candidate will possess 4+ years of commercial underwriting experience with an emphasis on habitational accounts. The chosen candidate will evaluate the risk characteristics and loss potential of new and renewal business, as well as, re-underwrite the existing renewal book of business. Candidates must have excellent written, oral, and presentation skills. A college degree is expected, and possession or pursuit of industry designations desired. Compensation will be dependent upon experience, and can be expected to range between \$70K - \$85K and benefits.

(51) E&S Broker / Production Underwriter (\$70K - \$80K)**Charlotte, NC / Seattle, WA / New England**

Posted by Hollinger Jobs as of 6/26/14: Established national wholesale brokerage / MGA is seeking an addition to staff, a wholesale broker / production underwriter to develop and place new business through the retail agency plant system. The qualified candidate will have 3-5 years of any combination of E&S brokerage, sales, marketing and underwriting or come from the a property and casualty commercial lines carrier in a commercial production underwriter role looking to transition to the E&S marketplace in a wholesale broker / production underwriting role. Existing background with commercial multi line coverages required (strong gl, auto, and property). Workers Compensation and / or Professional Lines backgrounds highly desirable. Proven background creating and placing new business, establishing relationships and opening doors to create new business partners within the independent retail agency plant system required. Small to large account size background. College degree. CPCU, RPLU, CIC, ARM designations a plus. Entrepreneurial minded candidates preferred. \$70K - \$80K base including commissions structure, 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 Catarina Oliveira, Recruiting Specialist at coliveira@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(52) Account Executive / Account Manager (\$65K - \$100K)**Houston, TX**

Highly successful retail operation that is experiencing exponential growth seeks an Account Manager or Account Executive to work with customers and assist with customer service and inquiries. This firm writes medical malpractice in the healthcare niche. Their customers are surgicenters, quick emergency centers and home health care groups. Experience with healthcare risks is a major plus. This is a seasoned team with an excellent work environment and atmosphere. Experience working in a brokerage environment or as an underwriter is desired. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com. www.insurancerecruitersusa.com

(53) Commercial Lines Habitational Underwriter (\$65K – \$75K)

Essex County, MA

Posted by Hollinger Jobs as of 6/26/14: Our client an established and growing A+ rated carrier is seeking a Commercial Lines Underwriter-Habitational to add to their team. The ideal candidate will possess 4+ years of commercial underwriting experience with an emphasis on habitational accounts. The chosen candidate will evaluate the risk characteristics and loss potential of new and renewal business, as well as, re-underwrite the existing renewal book of business. Candidates must have excellent written, oral, and presentation skills. A college degree is expected, and possession or pursuit of industry designations desired. Compensation will be dependent upon experience, and can be expected to range between \$65K - \$75K+ plus benefits. Please submit your resume in confidence to Cat Oliveira Caulfield at coliveira@hollingerjobs.com or call Cat directly at 732.247.5656. 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.

(54) Commercial Lines Habitational Underwriter (\$65K – \$75K)

Middlesex County, CT

Posted by Hollinger Jobs as of 6/26/14: Our client an established and growing A+ rated carrier is seeking a Commercial Lines Underwriter - Habitational to add to their team. The ideal candidate will possess 4+ years of commercial underwriting experience with an emphasis on habitational accounts. The chosen candidate will evaluate the risk characteristics and loss potential of new and renewal business, as well as, re-underwrite the existing renewal book of business. Candidates must have excellent written, oral, and presentation skills. A college degree is expected, and possession or pursuit of industry designations desired. Compensation will be dependent upon experience, and can be expected to range between \$65K - \$75K+ plus benefits. Please submit your resume in confidence to Cat Oliveira Caulfield at coliveira@hollingerjobs.com or call Cat directly at 732.247.5656. 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.

(55) Commercial Lines Underwriter - Habitational (\$65K – \$75K)

Middlesex County, CT

Posted by Hollinger Jobs as of 6/26/14: Our client an established and growing A+ rated carrier is seeking a Commercial Lines Underwriter - Habitational to add to their team. The ideal candidate will possess 4+ years of commercial underwriting experience with an emphasis on habitational accounts. The chosen candidate will evaluate the risk characteristics and loss potential of new and renewal business, as well as, re-underwrite the existing renewal book of business. Candidates must have excellent written, oral, and presentation skills. A college degree is expected, and possession or pursuit of industry designations desired. Compensation will be dependent upon experience, and can be expected to range between \$65K - \$75K+ plus benefits. Please submit your resume in confidence to Cat Oliveira Caulfield at coliveira@hollingerjobs.com or call Cat directly at 732.247.5656. 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.

(56) Medical / Healthcare Professional Liability Underwriter (\$60K - \$75K)

Eastern Pennsylvania / Chester County Region, PA

Posted by Hollinger Jobs as of 6/26/14: Established, professional and financial secure regional specialty carrier and risk management specialist is seeking an addition to join their team in the Eastern Pennsylvania / Chester County Region, a Medical Professional / Healthcare Liability Underwriter. The appropriate candidate will be responsible for underwriting new and renewal business in the Mid-Atlantic Region focusing on medical malpractice liability business to the healthcare community. Additionally, the Medical Professional / Healthcare Liability Underwriter will also be developing brokerage relationships and providing customer service to all accounts. The company has a strong infrastructure and support. The qualified candidate will have minimum 5-10 years of direct medical malpractice / healthcare professional liability underwriting. Strong analytical and technical skill sets required. Bachelor's degree required. Insurance designations or pursuance of designations a plus (CPCU, RPLU, CIC, AU, etc.). This position is an integral part to the team with regard to servicing clients. Long term growth and professional development opportunities provided based on performance and contributions with regard to writing and growing a profitable book

of business. \$60K - \$75K depending upon experience level, including bonus and full benefits package. Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. 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.

(57) E&S Production Underwriter / Broker (\$60K - \$70K)

Philadelphia Suburbs / Montgomery County, PA

Posted by Hollinger Jobs as of 6/26/14: Established E&S brokerage / MGA is seeking a Production Underwriter / Broker to develop PA and NJ business. The qualified candidate will be provided with a book of business to service and will also be responsible for developing new business, underwriting and placement of business. Responsible for retail agency development as well as managing carrier relationships. Small to mid size account background. Qualifications include 3-5 years of direct commercial multi line production underwriting, sales / marketing with an E&S brokerage and / or carrier along with a proven background developing retail agency relationships. College degree preferred. P&C license required. Designations or pursuance of designations a plus. \$60K - \$70K including incentive / commission plan, full benefits, 401K, etc. Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. 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.

(58) Assistant Commercial Lines AE (To \$50K)

New York, NY

Posted by Hollinger Jobs as of 6/26/14: Established retail brokerage firm is seeking an Associate Account Executive for their NYC office. Assist account executives in processing daily account activity for both new and renewal accounts. Provide technical support in accordance with agency operating procedures. Candidates should have 3-5 years related experience with a broker or carrier. Bachelor's Degree preferred. P&C License required. Detail oriented with strong mathematical and communication skills. Ability to understand, analyze and research various lines of insurance. Computer Proficient. Excellent interpersonal skills. Compensation to \$50K base +benefits package. Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. 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.

(59) Producer – Retail Brokerage Northern New Jersey (\$40K - \$70K)

Northern New Jersey, NJ

Posted by Hollinger Jobs as of 6/26/14: Established mid-size retail brokerage firm specializing in commercial and personal lines property & casualty and group benefits is seeking a qualified Producer as an addition to their existing sales force. The qualified candidate will have direct experience in property & casualty retail brokerage sales, new business development and marketing with a proven track record of soliciting new accounts, placing business and generating revenue. Well structured, committed and loyal back office support with established systems in place, including quoting and proposal creation support. Commercial lines production background required along with the ability to cross-sell personal lines and group benefits. College degree preferred. New Jersey Property and Casualty License required. Compensation \$40K - \$70K depending upon experience including commissions plan for new and renewal business, complete benefits program, communication tools to work in the field and additional financial considerations depending upon background, ability to bring a movable book of business, etc. Please submit resumes to Jim Lieberman, Sr. Vice President at jalieberman@hollingerjobs.com or Catarina Oliveira, Recruiting Specialist, coliveira@hollingerjobs.com call 732.247.5656. 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.

DIRECT JOB POSTINGS

(60) Allied World Assurance Company

Sr. Claims Analyst – Primary Casualty

Chicago, IL

As of June 27, 2014

Description: Investigate, evaluate, and resolve claims asserted against the Company's Primary General Liability policies. Oversee and manage third-party administrators (TPA's) under contract with the Company to administer the Company's program claims. Engage in collaborative projects in support of other areas of the company, including

underwriting, finance and accounting, actuarial, operations, and technology. Provide superior service to all customers, whether internal or external. Job Duties; efficiently manage a vigorous claims caseload involving a broad spectrum of accounts and coverages. Promptly analyze coverage, draft accurate and timely coverage position letters, manage litigation, and interact with insureds, brokers, defense counsel, underwriters and other parties as required. Establish timely and appropriate reserves and regularly report claim developments and trends to claims and underwriting management. Represent Company in the resolution of claims and participate in legal proceedings, including mediations.; Effectively manage and oversee the Company's TPA's in their day to day administration of claims, including reviewing coverage position letters and responding to requests for authority. Serve as claims liaison between TPA and the Company, including responding to claims and related issues. Conduct periodic claim audits, prepare audit reports, and approve service invoices; Work with other areas of the Company including underwriting, finance and accounting, actuarial, operations and technology on projects as requested. Prepare claim summaries and other reports as necessary for management. Prepare Large Loss reports and present cases on a quarterly basis to senior executives; Meet with existing or prospective clients and brokers; Attend company sponsored training events and relevant industry conferences / meetings.

Requirements: A minimum of 10 years' experience handling liability insurance claims or related relevant experience; Carrier experience handling commercial general liability lines claims is strongly preferred; Four-year college degree is required; Knowledge of claims, legal and coverage issues in all U.S. jurisdictions; Excellent negotiation and communication skills; Strong technical skills and writing experience; Proficient with Microsoft Office products, internet research and Genius; Ability to accurately and timely analyze coverage, draft coverage position letters and instruct and collaborate with counsel regarding litigation and coverage strategies, negotiate and resolve claims and otherwise act within the scope of delegated authority; Compliance with multi-state adjuster licensing requirements; Position requires the ability to quickly and accurately read, comprehend, analyze and produce written materials and to use a computer for long periods of time; Some travel required.

Apply online at www.awac.com/careers-us, or contact Aleeta R. Jeamel at 860.284.1842 or aleeta.jeamel@awac.com

(61) HCC Global Financial Products LLC

Claims Attorney

Farmington, CT

As of June 5, 2012

Description: Handle all aspects of claims arising from Directors & Officers Liability Insurance and related Professional Liability Lines, including analysis of claim and all coverage issues, assessing exposure and posting appropriate loss reserves, negotiating claims to resolution, managing defense counsel, interacting with coverage counsel, and consulting with underwriters on policy language and risk selection. Position reports directly to Sr. Vice President, Claims.

Requirements: 3 - 6 years' experience in relevant management liability claims. D&O claims experience preferred.

HCC Global Financial Products LLC is a wholly owned subsidiary of HCC Insurance Holdings, Inc. (HCC). HCC is an international insurance holding company and a leading specialty insurance group since 1974, based in Houston Texas. HCC is traded on the NYSE (symbol: HCC), has assets exceeding \$9.5 billion and is rated AA (Very Strong) by Standard & Poor's and A+ (Superior) by A.M. Best Company. HCC Global Financial Products LLC specializes in directors & officers liability insurance, professional indemnity and related financial products. HCC Global Financial Products LLC has International offices in Barcelona, Spain, and London, England. U.S. operations are located in Farmington, Connecticut, Mount Kisco, New York, Jersey City, New Jersey and Houston, Texas. This position is located in HCC Global's office in Farmington, CT. Contact hire@hcc-global.com

(62) HCC Specialty

Product Development Manager / Underwriting Counsel

Mount Kisco, New York

As of July 10, 2014

Description: HCC Professional Lines has an excellent opportunity for an Underwriting Counsel/Product Development Manager to join our Underwriting team at our Mount Kisco, New York office. HCCS (www.hccspecialty.com) is a division of HCC Insurance Holdings, Inc. ("HCC Insurance"), comprised of HCC Specialty Underwriters, Inc. (HCCSU), Professional Indemnity Agency, Inc. (PIA) and HCC Public Risk. The Professional Lines business at HCC underwrites a unique portfolio of specialty and niche products. These include: various professional liability lines and classes (i.e. MPL, EPL / Architects, Engineers and Contractors), P&C commercial package for municipalities. The Underwriting

Counsel / Product Development Manager will provide underwriting support to our Chief Underwriting Counsel and Underwriting Teams. Develop and direct the drafting and revision of policy forms for multiple business units. Develop and direct the drafting of endorsements to policies for multiple business units. Provide legal opinions on market policy comparisons and perform same. Prepare support documents for the filing of policies and endorsements with the state DOIs. Assist with the entire filing process of policy wordings and endorsements. Coordinate and strategize with underwriting relative to the development and marketing of new products, including overseeing the drafting of new policy forms. Participate in meetings, seminars, and events for policyholders and / or brokers that provide information and education on relevant industry trends and topics. Coordinate and conduct in-house trainings and seminars for underwriting staff on industry trends, upcoming legislation changes, and other relevant topics. Provide underwriting with legal advice and counsel on business and risk management issues with respect to claim trends, policy language, emerging issues, etc. Direct regulatory research and maintain awareness of current developments in Federal, State and tax laws that may impact the Company. Assure all programs operate in compliance with all applicable laws. In addition, this position will work with our Operations and Compliance Departments to ensure proper coordination of underwriting compliance with legal and regulatory compliance. Negotiate and draft, program management agreements, brokerage agreements, agency agreements, confidentiality agreements, loss control service agreements, for the Company. Provide general legal advice and assistance to other company departments including accounting, information technology on various topics such as the review of operating contracts, etc.

Requirements: Doctor of Juris Prudence (J.D.). Must have a minimum of ten years of relevant and progressive experience in the respective insurance segment. Minimum 5 years developing and drafting policies, endorsements and revising existing policy forms. Must have experience working with underwriting, claims, and compliance departments to develop and market professional lines of insurance products. Possess and have ability to apply basic knowledge of principles, practices, and procedures. Excellent written and verbal communication skills with an emphasis on confidentiality, tact, and diplomacy. Strong organizational and time management; demonstrated ability to manage multiple tasks simultaneously. Knowledgeable of industry changes, legal updates and technical developments related to applicable area of the Company's business to proactively respond to changing business environment. Proficiency and experience using Microsoft Office Package (Excel, Access, PowerPoint, Word). Travel will be necessary for this position.

To apply, submit cover letter, current salary requirements and updated resume to piahr@hcc.com

(63) OneBeacon Professional Insurance

Attorney - Insurance Regulatory and Product Development

Farmington, CT

As of June 30, 2014

Description: We are currently seeking an Attorney with compliance, regulatory, and product development experience to join the Legal Department of OneBeacon Insurance Group, supporting OneBeacon Professional Insurance based in Farmington, CT. This Counsel position is responsible for providing legal advice in connection with regulatory, compliance, and product development matters involving the specialty insurance business units of OneBeacon Professional Insurance.

Requirements: The JD required. The ideal candidate will have law firm experience and a minimum of five years of compliance, regulatory, and product development experience in the property casualty insurance industry, particularly the specialty insurance market.

For a complete job description, please visit www.onebeacon.com/careers - Refer to Job #96BR.

(64) Willis North America

Assistant Placement Specialist

Potomac, MD

As of July 02, 2014

Description: The Assistant Placement Specialist processes the work of the placement team and facilitates communication between the placement team and the service team by preparing appropriate draft documents and posting final documents throughout the placement process. Principle Updating and maintaining marketing information stored on the shared drive. Coordinating team meetings and taking and distributing notes; assisting in the creation of Submission and Proposal documents; assisting with the preparation of loss summaries when loss runs are received. Researching and answering carrier questions regarding loss information; performing follow-up contact with underwriters; preparing Premium Finance quotations / agreements. Creating presentations, exhibits and team charts

incorporating graphic arts and providing expiration lists to marketing managers; updating WillPLACE and EPIC as needed and coordinating WillPLACE benchmarking reports. Becoming adept at various modeling programs including Mod Master, Loss Forecaster and Marshall & Swift.

Requirements: Bachelor's Degree in Business Administration with a concentration in Risk Management, Marketing or Finance (preferred). 2+ years' relevant Insurance experience ideally in technical marketing or financial analysis preferred. Demonstrated knowledge of business administration and corporate structures combined with Project Management and Organization skills highly desired. This position requires above average skills in Excel and desktop publishing, solid presentation skills (written and oral); ability to work with minimal supervision in a fast paced, dynamic team environment while managing workload toward deadlines; strong interpersonal skills including communications and negotiations a plus, and must obtain insurance license, as required by state law, within 60 days of employment.

For more information on the role you may contact Kimberly Fous at 212.915.7756 or kimberly.fous@willis.com or you may log on to:

https://willis.secure.force.com/careers/apex/ts2__jobdetails?jobId=a0xE0000005i9NH&tSource=a16E00000008bETIA
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(65) Willis North America

Client Service Specialist - Middle Market P&C

Los Angeles, CA

As of June 27, 2014

Description: The Client Service Specialist – Middle Market P&C is responsible for providing timely, professional account service to clients for new, remarketed and renewal business in order to achieve quality sales and service standards developed by Willis. Responsibilities: Assists Producer and Account Executives with the daily servicing of accounts Provides risk management analysis utilizing new business, renewal and claim reviews. Makes recommendations to prospects and current clients to update and enhance policy contracts Performs all phases of new business, renewal and remarket processing including preparation of applications, negotiation with underwriters, obtaining quotes, creating proposals, monitoring status, and follows up to delivery of policy documents to client.

Prepares policy change requests, and submits requests to carriers. Monitors status of change requests, reviews policy documents for accuracy and follows up to delivery of change documents to client. Maintains insurance records for client accounts including hard copy files, data management, coding and calculating information into Agency management system. Identifies and processes coverage enhancement and cross- sales opportunities. Resolves client, carrier and/or vendor accounting issues, including coverage questions, collections, discrepancies, fee arrangements, and billings. Other responsibilities as directed by the Client Service Manager or Managing Partner.

Requirements: Five (5) or more years of insurance experience Intermediate knowledge of MS Office Suite and skilled experience with Excel. Knowledge of brokerage business. Excellent interpersonal and problem solving skills with the ability to deal with complexity comfortably. Ability to work independently and as a team participant with intellectual organization. Ability to communicate effectively with excellent business writing skills. P&C license will be required. College degree preferred.

For more information on the role you may contact Paula Unger at 303.765.1608 or paula.unger@willis.com or you may log on to:

https://willis.secure.force.com/careers/apex/ts2__jobdetails?jobId=a0xE0000005hvBZ&tSource=a16E00000008r1CIA
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(66) Willis North America

Risk Control Analyst - Healthcare Practice

Los Angeles, CA

As of June 27, 2014

Description: This is an exciting opportunity for a candidate interested in working with and supporting the Willis Health Care Network. The successful candidate will be working with the National Health Care Practice on insurance, risk management and claims issues affecting health care providers and institutions while supporting revenue growth through new business, retention and growth initiatives. This includes sales support, RFP responses, client interactions, metric development, spread sheeting, research, risk analysis, etc. While Medical Professional Liability is our key coverage you will also gain knowledge of other applicable coverages (property, D&O, WC, cyber), risk transfer (captives, SIRS) and exposures across the patient care continuum. This position can prepare a candidate for career

advancement and offers an experienced mentor who supports professional growth. Responsibilities: Provides development of client financial reports on a monthly basis and analyzes such reports. 50-60% of position is financial analysis, the rest in risk management. Ad Hoc financial reporting. Helps clients to mitigate risks of a complex nature in the healthcare field. Assist clients in risk identification, quantification and mitigation. Assist with onboarding of new Health Care Network members. Helps to develop pre-loss consulting strategy, including diagnostics. Consults with the client regarding where they are and what the client needs to accomplish in order to mitigate risks. Help develop and execute the strategies of the practice. Support new business with sales presentations and RFPs. Assist with responding to requests for information from the healthcare network and clients. Responsible for client retention through effective advocacy and client focused service. Manage the quality and appropriateness of client service agreements. Ensure appropriate program design and documentation - service scope aligns. Become proficient in accessing Willis IT platforms and resources to access data and information. Become proficient in and a resource in utilizing the Expertise Portal. Build insurance market knowledge and appetites for healthcare by subsector.

Requirements: Bachelor's degree in finance or business related field preferred MBA a plus. Experience in finance and risk analysis. Ability to create the most complex and successful strategies for risk mitigation. Knowledge of Loss Control & Safety procedures including but not limited OSHA, MSHA, ANSI, CPSC. Knowledge of laws, legal codes, procedures and processes involving insurance. Understand the basic process and value of basic data analytics and benchmarking. Ability to communicate technical information orally and in writing. Ability to analyze and report financial data. Project management skills. Ability to formulate strategy for clients based on knowledge base. Leadership/Guidance Information: Able to work independently. Receives moderate to minimal supervision. Client/Market Relationship Information: Directly handles clients – client needs tend to be more sophisticated based on the nature of the product provided. Maintain local relationships with all major trading partners. Monitor the performance of trading partner's services for your clients. Participate in strategic large client meetings as required. Manage the appropriate level of resources for your clients.

For more information on the role you may contact Paula Unger at 303.765.1608 or paula.unger@willis.com or you may log on to:

https://willis.secure.force.com/careers/apex/ts2__jobdetails?jobId=a0xE0000005hvAq&tSource=a16E00000008r1CIA
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(67) Willis North America

Senior Healthcare Consultant - Operations

Los Angeles, CA

As of June 27, 2014

Description: The Senior Health Care Consultant serves as a technical resource for the healthcare industry and business consultant to all regions and offices. May provide a "fee for service" and will act as the Subject Matter Expert for the Healthcare group within Willis North America. Responsibilities: Develop and execute strategies and / or provide advice to external clients or internal consultants in area of expertise. Create products / services to be used by internal associates or external clients. May be involved in the development of RFPs or prospect meetings. May research and write technical or white papers to be used by Producers to assist with clients / accounts. May assist Producer in renewal process. Maintain existing client relationships through networking. May have placement/marketing responsibilities. May manage / lead consultants. Project work as appropriate.

Requirements: In-depth knowledge and experience (10+ years) in healthcare field including operations and risk associated with industry. Strong medical malpractice experience with hospitals, long-term care and / or physicians. In-depth knowledge of one or more specific area(s) of specialization. Solves complex issues. Strong technical knowledge. Leadership / Guidance Information: Work independently with minimal supervision. May assign, monitor and prioritize work of others. May be a project leader or supervise others. Client / Market Relationship Information: Service contact for clients. Identifies needs and suggests improvements as appropriate. Able to provide a considerable amount of advice within a specific field of expertise. May be responsible for conflict resolution.

For more information on the role you may contact Paula Unger at 303.765.1608 or paula.unger@willis.com or you may log on to:

https://willis.secure.force.com/careers/apex/ts2__jobdetails?jobId=a0xE0000005hvAv&tSource=a16E00000008r1CIA
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