

WHO'S HIRING? 71 P&C Open Jobs are posted here from BWD Group LLC, HCC Global Financial Products LLC, and Willis North America, as well as Hollinger Jobs and International Insurance Consultants.

RECRUITERS' JOBS APPEAR FIRST BELOW FOLLOWED BY DIRECT POSTERS BEGINNING WITH JOB #61

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.

SAVE THE DATE!

Advisen's 4th Annual State of the P&C Job Market Conference in New York City / Tues Jan 27, 2015

Details are here: <http://www.advisenltd.com/events/conferences/2015/01/27/2015-state-pc-job-market-new-york/>

EMPLOYERS: POST A JOB

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<http://www.advisenltd.com/insurance-news/careers/insurance-job-postings/submit/> or contact jobpostings@advisen.com

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?

- BWD Group LLC
- HCC Global Financial Products LLC
- Willis North America

WHICH RECRUITERS ARE POSTING JOBS?

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

71 JOB POSTINGS for mid - October 2014

ADVISEN'S EXECUTIVE SEARCH DIRECTORY

David J. Hollinger Associates, Inc., Hollinger Jobs

James A. Lieberman at 732.247.5656 or jalieberman@hollingerjobs.com

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Catarina Oliveira Caulfield at 732.247.5656 or coliveira@hollingerjobs.com

International Insurance Consultants, Inc.

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Ray Crowley at 954.421.0122 or ray@iicuri.com

Rick Mockel at 954.421.0122 or rick@iicuri.com

INSURANCE RECRUITING POSITIONS

(1) Business Opportunity

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) 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

(3) Casualty Treaty Underwriting (\$200K + Participation)

Flexible Location

This top ten global reinsurance carrier enjoys an excellent reputation in the market and is well received by clients and brokers. They have an opportunity for a strong casualty underwriter to join an elite team in producing and underwriting treaty reinsurance through the US brokerage community. A true solutions oriented professional is needed to assist them in making "C" suite presentations and to participate in negotiations. This opportunity is supported by a great backroom and capital resources. If you are technically strong, know or be interested in developing the intermediaries and have energy and passion for the business, this could be the opportunity you have been waiting for. For additional information please contact Rick Mockel at 954.421.0122 or rick@iicuri.com. www.insurancerecruiterusa.com

(4) 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

(5) 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.

www.insurancerecruitersusa.com

(6) Treaty Producer (Base to \$200K plus Bonus)

New York

Highly successful and very profitable reinsurance group seeks a production person to call on large regional and mid-sized national property casualty groups. This person will work with C level executives in these property casualty companies to gain the opportunity to bid on the treaty business they cede. This position requires business development skills to execute the contact but just as important this person will have to analyze prospects, financial strength and ownership structure and interface with underwriting, actuarial and claims to evaluate capital and risk financing needs of prospective clients, then develop those targets. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com. www.insurancerecruitersusa.com

(7) Professional and Financial Claims Vice President (\$180K - \$240K)

NYC, NC

Posted by Hollinger Jobs as of 10/9/14: A+ national property and casualty insurance carrier is seeking a sophisticated, motivated and dynamic analytical leader for the position of Vice President, Professional and Financial Liability Claims. This position requires extensive claim management experience to lead a Professional & Financial Liability Claims Division for New York City. Specific knowledge of Security Broker Dealer, Financial Lines E & O and Public Company D & O experience is required. The Vice President will work closely with the Senior Vice President and Underwriters and will frequently interact and dialogue with company Actuaries and Financial Executives. The Vice President position can also encompass oversight of claims for other lines of business. Candidates must have a minimum of 15 years of insurance company experience, which should include extensive Claim Management and Administrative/Operational assignments. Knowledge and experience in Underwriting, Actuarial, Insurance Operations and Marketing/Broker

Relations would be highly advantageous. Should have a demonstrated ability to manage a significant portfolio of claims through data and metric analysis, as well as policy wording/drafting experience and a proven background in managing multiline technical claim staff. Must possess strong leadership and motivational skills along with highly effective communication, marketing, relationships management and presentation skills. Individual should currently hold or readily obtain all required adjuster license. \$180K - \$240K DOE + bonus, full benefits package, 401K, pension plan. 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 ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(8) VP E&S Property Underwriter (\$175K - \$225K +)

Midwest

Top 30 A+ rated insurance group seeks Lead Executive with a hands-on underwriting background to head the Midwest operation. This firm has admitted and non-admitted paper and writes challenging E&S risks including CAT, as well as some HPR type exposures. This will involve both hands-on account underwriting, as well as supervision and development of the lighter team. Solid contacts with the distribution community to include wholesalers and some retailers is desired. \$175K - \$225K plus bonus and equity. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com. www.insurancerecruitersusa.com

(9) 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

(10) Reinsurance Marketing Executive (To \$175K + Bonus)

New York

Global insurance group seeks senior marketing executive to develop strategy for their treaty business. This business will be produced by reinsurance intermediaries for the P&C marketplace. Responsibilities include development and execution of the domestic sales and marketing plan through analysis of competitive markets, understanding of brokers' strengths and specialties and comprehensive knowledge of in-house underwriting appetite and pricing. Ability to work with internal underwriters, actuaries and claims departments is essential. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com. www.insurancerecruitersusa.com

(11) Inland Marine Underwriting Manager (To \$160K)

East Coast

Posted by Hollinger Jobs as of 10/9/14: A+ property and casualty insurance carrier is seeking an Inland Marine Regional Underwriting Manager to develop and build the Eastern Seaboard. The Manager position is designed for a motivated, articulate, career minded professional interested in long term growth and leadership opportunities. Underwrite and market a range of inland marine business. Develop agency relationships and build a profitable book of business. Additionally as the region grows, develop a team of inland marine underwriters who will be responsible for building and growing the Eastern Region. Strong attention to detail, ability to build relationships, along with the opportunity to build and create your own team. 7-13 years of direct inland marine underwriting and marketing experience with a P&C carrier. Proven leadership ability and willingness to create and develop a team along with building a profitable region. Candidates in major U.S. East Coast cities including Philadelphia, New York, Boston and Atlanta, are encouraged to apply. College degree preferred. Designations a plus. Compensation to \$160K depending upon experience level. Bonus (approximately 30%) 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 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) 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

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

East

Posted by Hollinger Jobs as of 10/9/14: 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.

(14) Commercial Underwriting Director (\$150K - \$180K)

East

Posted by Hollinger Jobs as of 10/9/14: 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.

(15) Western Regional VP (\$150K - \$170K + Participation)

TX / AZ / Kansas City / St. Louis

This is a carrier that is agency delivered, looking for solid representation in the region. The territory is west of the Mississippi. Your experience should include strong agent relationships somewhere in that market. There are approximately 12 people to be managed that vary in background but include marketing, claims and loss control. The product line is commercial middle market to include mono-line property. The position doesn't require underwriting authority but if you have underwriting experience that certainly would be attractive. This is an opportunity to have real impact on this company's success and influence your own career by doing so. For more information, please contact Ray Crowley at 954.421.0122 or ray@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 Sr. 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) Management / Professional Liability Broker / Underwriter for Large Regional Broker (To \$150K)

New York, NY

This position involves working with submissions to market management liability and professional liability risks to insurance carrier markets. You will have contact with the internal management team, the customer buyer and the insurance company underwriters. This firm is highly successful and very profitable and they hire promotable talent that looks to grow. In fact, this person will also assist the department in the development of junior team members, as well as prepare proposals for presentations to clients and work with clients to obtain any additional information to meet binding authority limits. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com. www.insurancerecruitersusa.com

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

Atlanta

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 Inland Marine Underwriting Manager (\$130K - \$150K Bonus)

Texas Region

This highly regarded insurance group enjoys an excellent AM best Rating and is known for their entrepreneurial business acumen. They have an opportunity for an underwriting professional that is capable of profitably growing the property/inland marine market for their Texas Region. In addition to strong underwriting skills, you must have the ability to build and maintain agency and broker relationships and be 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 as you develop this market and grow your operation. 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 primary will be to profitably develop the Texas 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

(20) Home Office Underwriting Supervisor Northern (To \$130K)

New Jersey

Posted by Hollinger Jobs as of 10/9/14: 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 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.

(21) Brokerage – Sr. Large Lines AE (\$125K - \$160K +)

NY Area

Posted by Hollinger Jobs as of 10/9/14: A top 20 broker in the NY area seeks a highly motivated, professional individual to work with large national accounts in a Sr. 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 1.732.247.5656. 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.

(22) Medical Malpractice Claims Examiner (To \$125K)

New York, New York

This leading risk management organization services hospitals and other medical related care facilities by offering risk management services, property casualty insurance and claims handling services. They enjoy an excellent reputation and are seeking an attorney to handle complex medical malpractice claims and lawsuits that arise from these facilities. A qualified candidate would have strong medical malpractice knowledge and be able to oversee litigation, investigation and disposition of complex medical malpractice claims. You must be a JD and have the ability to handle the claim from start to finish by establishing damages, choosing counsel and directing the process through negotiations and settlement. This role is intellectually stimulating and challenging. Travel is generally localized. Knowledge of carrier based processes will be helpful. For additional information please contact Rick Mockel at 954.421.0122 or rick@iicuri.com. www.insurancerecruiterusa.com

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

NYC

Posted by Hollinger Jobs as of 10/9/14: 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) Sr. Inland Marine Underwriter (To \$125K)

Dallas / Denver

Posted by Hollinger Jobs as of 10/9/14: A+ property and casualty insurance carrier is seeking an Inland Marine Underwriter to write new business and market to retail brokerage markets. This is an addition to staff. 5-8 years of direct inland marine underwriting, proven background developing retail agency relationships, with strong interpersonal, technical and communication skill sets. This position is designed for a production oriented inland marine underwriter who enjoys creating relationships, building a profitable book of business and seeking professional growth opportunities. Bachelors Degree. Designations a plus. Compensation: base to \$125K depending upon experience level, bonus (20%) 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.

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

Midwest

This highly successful "A" Rated insurance company which is part of a billion dollar + group has an outstanding opportunity to be the Director of Accounting within home office. Responsibility will be for two departments, agency accounting and corporate accounting and will manage ten staff members. The role will report to the CFO and duties will include overseeing financial reporting, budgeting, audits, preparation of taxes and financial statements. You must be a CPA and preference is for experience within property and casualty. They will consider talent from the public accounting audit side with insurance experience. For more information, please contact Rick Mockel at 954.421.0122 or rick@iicuri.com. www.insurancerecruitersusa.com

(26) Sr. Casualty Underwriter / International Business (\$110K - \$120K)

NYC, NY

Posted by Hollinger Jobs as of 10/9/14: 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 is 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 to \$120K depending upon experience level, bonus plan, full benefits. 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 ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(27) Senior Auditor (\$100K - \$125K)**Southern New England Area**

Posted by Hollinger Jobs as of 10/9/14: 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 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 ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the

Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(28) Commercial Account Executive / Brokerage Client Advisor (\$100K - \$120K)

New York City, NY

Posted by Hollinger Jobs as of 10/9/14: Large retail brokerage firm is seeking 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. 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 a servicing but in a client adviser role. To \$110K depending upon 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 ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(29) Sr. Account Executive - International Accounts (Up to \$100K)

Philadelphia, PA

Posted by Hollinger Jobs as of 10/9/14: Our client, an established insurance brokerage, is seeking a Sr. Account Executive - International Accounts to join their Philadelphia office. The chosen candidate must have experience in handling international accounts and should have a broad range of commercial accounts experience. Duties include day to day servicing of mid-size accounts including new and renewal business, candidates with new business generation experience will be given preferred consideration. This is a fantastic opportunity for a Sr. AE with solid background in international accounts to join a growing, regional firm with several offices in the US and a strong business history. Applicants must have a 4-year college degree and licenses, additionally, advanced degree and/or industry designations preferred. Compensation will be dependent upon experience and can range up to \$100K, plus full benefits package. Please submit resumes and referrals in confidence to Catarina Oliveira Caulfield, Sr. Insurance Recruiter 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.

(30) Underwriter Sr. Commercial (Up to \$95K)

New Jersey

Posted by Hollinger Jobs as of 10/9/14: 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.

(31) National Claims Operations Manager (\$90K - \$120K)

Northern New Jersey, NJ

Posted by Hollinger Jobs as of 10/9/14: A+ property and casualty insurance carrier writing standard commercial lines business is seeking a National Claims Operations Manager responsible for the leadership and operations management of all claims offices as well as future strategic planning within the Claims Department. Oversee the highest standards of claims service and operations by overseeing various key functions including work flow management, claims compliance, training, claims systems/automation, company claims handling procedures and manuals, as well as management of TPA partners. Requirements include 10 years of general property and casualty or claims operations, commercial multi line coverage background. Proven training and development experience as well as supervisory and leadership background. \$90K - \$125K+ 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.

(32) Brokerage Claims Consultant (\$90K - \$100K)

New York City, NY

Posted by Hollinger Jobs as of 10/9/14: Established and financially successful property and casualty retail brokerage firm is seeking a Claims Consultant for Commercial Accounts. Qualified candidates should have 5-10+ years of retail brokerage claims and/or combination of brokerage/TPA or carrier claims expertise. The Claims Consultant will be responsible for handling high profile clients, Property and Liability, Construction & Workers Compensation claims. Meet with clients to discuss on reserve adequacy and proper claims handling and act as liaison between the client and carrier claims departments. Provide and support clients with claims solutions specific to their business operations. Assist clients in managing their potential exposures and risks associated with their specific operations. College degree preferred. P&C License and/or adjusters' license, preferably for New York State. Strong coverage knowledge, laws and rules related to claims handling as well as excellent interpersonal and communication skills. Base salary to \$100K depending upon experience including 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.

(33) Brokerage Account Executive – Large Commercial Accounts (Up to \$90K)

NYC

Posted by Hollinger Jobs as of 10/9/14: Our client, a well-established brokerage firm in NYC, is expanding and seeks 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 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 (office) 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.

(34) Construction Defect Claims Specialist (To \$90K's plus Participation)

North NJ to SC

Growing "A" rated carrier that enjoys a great reputation as a company and employer is seeking a sharp casualty claims person that has solid experience in the construction defect area. This is a growth opportunity that will handle the claim from start to finish. Position will be involved in all aspects of the claim including investigation, directing counsel, developing strategy, negotiating, litigation, mediation and settlement process. A qualified candidate will have a minimum of 7 years experience either currently handling construction defect claims or having done so within their recent past. This opportunity will be for the eastern USA from SC to NY and can either work from a branch facility or remotely. For more information please contact Rick Mockel at 954.421.0122 or rick@iicuri.com
www.insurancerecruitersusa.com

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

NJ / NY

Posted by Hollinger Jobs as of 10/9/14: 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 1.732.247.5656. 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.

(36) Account Executive / Producer – Brokerage (\$80K - \$120K)

Philadelphia, PA

Posted by Hollinger Jobs as of 10/9/14: 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 US and a strong business history. The candidate we seek will have 10-15 years 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 (office) 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 WEB.

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

Northern New Jersey, NJ

Posted by Hollinger Jobs as of 10/9/14: A+ property and casualty insurance carrier is seeking 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 upon 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 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.

(38) Multiline Claim Specialist (To upper \$80K's plus Bonus Participation and Company Car)

Bergen County New Jersey Area

This insurance group is a growing "A" rated operation and enjoys an excellent reputation in the market. They have an opportunity in the Northern New Jersey market place for a multiline claims specialist to manage the claims for a select group of agents. This is a multiline position that is going to manage the claims that are reported by their agents and it will be a remote field position. The preferred background for this specialist will be six plus years experience with some of that time in an outside role. The specialist must be comfortable in dealing with insured's, public adjusters, attorneys, underwriting, rehabilitation facilities and other service vendors. The position will manage the claim from start through settlement negotiations and will participate with legal counsel when necessary. This is an all lines opportunity with a focus on commercial and will handle both commercial and personal auto BI, GL and property. For more information please contact Rick Mockel at 954.421.0122 or rick@iicuri.com. www.insurancerecruitersusa.com

(39) Professional Lines Underwriter / 3 – Day Work Week (To \$80K)

New York City, NY

Posted by Hollinger Jobs as of 10/9/14: A+ property and casualty carrier with domestic and international business has a unique opportunity for a Professional Liability Underwriter to work 3 days a week with a flexible schedule. Duties are to develop an extensive E&O book of business and grow existing E&O accounts as well. The Company provides base salary and bonus structure, as well as, a full benefits program. Appropriate underwriting candidate will grow and develop a small book to a more substantial and profitable by underwriting and marketing E&O professional liability. Additional experience with CGL, Umbrella and Casualty Excess a plus. In depth knowledge with ISO forms and E&O policy wording. College degree preferably in Business, Finance, Mathematics, Statistics, Economics. MS Word and excellent presentation skill sets required. Additional language fluency a plus. This position is designed for an

underwriter with the background and/or experience and interest in developing a start up book of business. 3 day work week, salary to \$80K DOE. Full benefits package, including 401K plan, pension plan, paid time off/vacation plan. 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 ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(40) Brokerage – Sr. Commercial Lines AE - (\$75K - \$100K +)

NY

Posted by Hollinger Jobs as of 10/9/14: 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. Email: jrhuttner@hollingerjobs.com, or contact at (office) 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.

(41) Commercial Lines Underwriting Team Leader (\$70K - \$100K, Car)

Western MI and IN Area

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 Team Leader position for their Great Lakes Region. This will be a remote position responsible for developing and maintaining distribution relationships. There will be no supervisory

responsibilities but you will be involved in strategy, hiring, mentoring and development of team associates. You must have a minimum of two or more years of underwriting and have production experience. Strong business intelligence, the ability to work independently and an appetite to grow a market and your career is a must. Territory is MI, IL and IN and will require you to travel. This is an existing market that has been experiencing steady growth. If interested please contact Rick Mockel at 954.421.0122 or rick@iicuri.com. www.insurancerecruitersusa.com

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

NYC

Posted by Hollinger Jobs as of 10/9/14: 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. Email: jrhuttner@hollingerjobs.com, or contact at (office) 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.

(43) Marketing Rep. / Territory Manager (\$75K - \$90K)

NY

Posted by Hollinger Jobs as of 10/9/14: 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 1.732.247.5656. 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.

(44) Commercial Lines Habitational Underwriter (\$70K - \$85K)

NY / NJ Area

Posted by Hollinger Jobs as of 10/9/14: 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 plus benefits.

(45) Sr. Financial Analyst / CPA (\$75K - \$85K)

Hartford, CT

Posted by Hollinger Jobs as of 10/9/14: 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: \$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.

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

NYC

Posted by Hollinger Jobs as of 10/9/14: 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 1.732.247.5656. 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.

(47) Brokerage – Account Manager (Up to \$75K)

New York, NY

Posted by Hollinger Jobs as of 10/9/14: Our client, a top twenty broker, has an immediate opening for an Account Manager/AE working with large size P&C accounts in their NYC office. This individual is responsible for day to day account servicing and management, ensuring overall account profitability. Ideal candidates should have 3-5 years commercial P&C experience in a client servicing role, excellent communication and relationship building skills, as well as strong technical competencies. This is not a pure back-office function; candidates must present well and display a willingness and ability to interface with clients. College degree and licenses are expected. Advanced degree, CPCU, CIC, etc. are preferred. Compensation will be up to \$75K, DOE. Bonus potential and long term promotional opportunities. Please submit your resume in confidence to John R. Huttner, President, David J. Hollinger Associates. Email: jrhuttner@hollingerjobs.com, or contact at (office) 732.247.5656 or (dd) 732.319.0670. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and WEB.

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

NJ

Posted by Hollinger Jobs as of 10/9/14: 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 1.732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(49) Ocean Marine Claims Examiner (Up to \$75K)

New York City, NY

Posted by Hollinger Jobs as of 10/9/14: Our client, an established and thriving broker with offices in the NYC, seeks an Ocean Marine Claims Examiner, 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. 7+ years proficiency in Ocean Marine and Hull and Cargo claims experience including handling marine claims; successfully negotiating settlements; verifying coverage; appropriately setting reserves; and successfully completing investigations. College degree and/or insurance licenses and designations required. Compensation is up to \$70K - \$75K, DOE. Please submit your resume in confidence to Catarina Oliveira Caulfield, Sr. Recruitment Specialist at ccaulfield@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.

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

NYC

Posted by Hollinger Jobs as of 10/9/14: Our client, an established and thriving broker with offices in the NYC, seeks an Ocean Marine Cargo Account Executive. The chosen candidate should have 7+ years 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 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.

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

Philadelphia Suburbs / Montgomery County, PA

Posted by Hollinger Jobs as of 10/9/14: 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.

(52) Personal Lines Account Manager (\$55K - \$70K)

New York City, NY

Posted by Hollinger Jobs as of 10/9/14: Profitable and well structured retail brokerage is seeking a Personal Lines Account Manager for NYC. Service Personal Lines accounts, new and renewal business, client advisement. Must have direct background working for the retail agency management systems. Background with retail agency software including Sagitta a plus. 5-10 years experience preferred but can consider other levels of direct experience. Proven background working with a multiple number of A+ P&C carriers and Personal Lines Underwriters along with outstanding customer service, communication, organizational, technical and interpersonal skills. VIP account background helpful but not required. \$55K - \$70K including incentives, benefits package. P&C License required. 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 ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(53) Personal Lines Account Manager (\$55K - \$70K)

Northern New Jersey, NJ

Posted by Hollinger Jobs as of 10/9/14: Profitable and well structured retail brokerage is seeking a Personal Lines Account Manager for New Jersey. Service Personal Lines accounts, new and renewal business, client advisement. Must have direct background working for the retail agency management systems. Background with retail agency software including Sagitta a plus. 5-10 years experience preferred but can consider other levels of direct experience. Proven background working with a multiple number of A+ P&C carriers and Personal Lines Underwriters along with outstanding customer service, communication, organizational, technical and interpersonal skills. VIP account background helpful but not required. \$55K - \$70K including incentives, benefits package. P&C License required. 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 ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(54) Special / Alternative Risk Underwriter (\$55K - \$66K)

Northeastern OH

Posted by Hollinger Jobs as of 10/9/14: Our client, a well established and financially sound P&C insurance carrier, is seeking a Special/Alternative Risk Underwriter to join their Northeastern OH location. The chosen candidate will be responsible for managing a book of special risk business, evaluate risk, determine pricing, uphold compliance, as well as, maintain industry relationships. The ideal candidate will have a proven Commercial Lines Underwriting background, with at least 3 years experience as a Commercial Underwriter. Experience with transportation, towing and workers compensation is a plus. Applicants must have at least a 4-year college degree to be considered, industry designations a plus. Compensation will be dependent upon experience, ranging from \$55K - \$66K+; plus bonus and full benefits package. No relocation assistance will be provided for this opportunity. 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 ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(55) Special / Alternative Risk Underwriter (\$55K - \$65K)

Ohio

Posted by Hollinger Jobs as of 10/9/14: Our client, a well established and financially sound P&C insurance carrier, is seeking a Special/Alternative Risk Underwriter to join their Northeastern OH location. The chosen candidate will be responsible for managing a book of special risk business, evaluate risk, determine pricing, uphold compliance, as well as, maintain industry relationships. The ideal candidate will have a proven Commercial Lines Underwriting background, with at least 3 years experience as a Commercial Underwriter. Experience with transportation, towing and workers compensation is a plus. Applicants must have at least a 4-year college degree to be considered, industry designations a plus. Compensation will be dependent upon experience, ranging from \$55K - \$66K+ plus bonus and full benefits package. No relocation assistance will be provided for this opportunity. Please submit resumes in confidence to Catarina Oliveira Caulfield, Sr. Recruiter at ccaufield@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.

(56) Agribusiness Underwriter (\$50K - \$100K)

Portland, ME

Posted by Hollinger Jobs as of 10/9/14: A+ property and casualty insurance carrier is seeking an Agribusiness Underwriter for the State of Maine to write new and renewal business. Qualified candidates must have 3-5 years minimum of commercial agribusiness or farm underwriting and marketing to retail agency plant system. Strong technical coverage and business development experience required, with a strong interest for writing farm business. Bachelors Degree required. Professional growth opportunities within the carrier. \$50K - \$100K depending upon experience including full benefits package and relocation assistance will be considered. 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 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) Renewal Account Executive - E&S Brokerage / MGA (\$50K - \$60K)

Philadelphia Region / North, PA

Posted by Hollinger Jobs as of 10/9/14: Established and financially successful wholesale brokerage/MGA is seeking a Renewal Commercial Account Executive. The appropriate candidate will have 2-5 years of commercial P&C experience in an underwriting, sales/marketing or account executive role with a wholesale brokerage, MGA or carrier. Retail brokerage candidates with E&S experience will also be considered. Service all accounts and manage the renewal brokerage and binding authority business for an assigned book of small to middle market commercial accounts. This is a great opportunity for a P&C professional motivated by financial growth and relationships building who can transition to a new business underwriting/brokerage role within the firm. College degree preferred. P&C License or willing to obtain. Strong technical and P&C skill sets. Ability to learn quickly and manage large volume, transactional business. \$50K - \$60K base including incentive plans, 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 ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(58) Technical Assistant – Ocean Marine Claims (\$42K - \$52K)

New York City, NY

Posted by Hollinger Jobs as of 10/9/14: Our client, an established broker with offices in the NYC area, seeks a technical assistant to work closely with the Ocean Marine Claims team. Duties include processing data, generating reports and providing direct support to the claims representatives. Candidates must have 1-3 years prior insurance industry experience is required, background in Ocean Marine Cargo and Hull is a plus. College degree preferred. Compensation is \$42K - \$52K, DOE. 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 atjalieberman@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.

(59) Brokerage – Account Managers (\$40K - \$65K)

New York, NY

Posted by Hollinger Jobs as of 10/9/14: Growing NY broker with fast paced, friendly environment seeks two or more Account Manager / Junior AE candidates to work with their large commercial accounts. Candidates must have 5+ years experience in commercial lines, good attention to detail, and a clear commitment to supporting the client base, AEs and producers. Ideal candidate background is both computer literate and knowledgeable in the various agency management systems in use amongst brokers, including Applied, Sagitta, and TAM. Knowledge of marketing a plus. College degree and/or insurance designation are expected. Compensation will be up to \$40K - \$65K, DOE. Please submit your resume in confidence to John R. Huttner, President, David J. Hollinger Associates. Email: jrhuttner@hollingerjobs.com, or contact at (office) 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.

(60) Brokerage Account Manager / CSR - Commercial Lines (\$40K - \$50K)

Philadelphia, PA

Posted by Hollinger Jobs as of 10/9/14: Our client, an established broker with offices in the Philadelphia area, seeks 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.

DIRECT JOB POSTINGS

(61) BWD Group LLC

Assistant Account Executive - Personal Lines

Blue Bell, PA

As of October 3, 2014

Description: Great opportunity to learn and grow in Personal Insurance! The Assistant Account Executive provides support to the AE's by performing various administrative and clerical functions necessary for maintaining accounts. Recently voted Insurance Journal's 2014 "Best Agency to Work For", East Coast, we provide a comprehensive range of innovative insurance products, risk management services and benefit programs for a diverse and distinguished clientele across the country and around the world. Known throughout the insurance industry as the worldwide leader in sports and entertainment insurance, BWD Group has also achieved international recognition for its expertise and capabilities in commercial and personal lines, individual and employee benefits, financial planning, professional liability coverages, consulting, program administration and claims services. We are committed to providing our clients with the highest level of individualized service. Our professional staff is comprised of insurance experts, including those with legal and business backgrounds. Our ongoing recruitment and staff development programs ensure that our employees have the education, training and experience necessary to provide our clients with superior service. We are dedicated to developing the most appropriate and cost-effective programs to help our valued clients meet their coverage needs and financial goals. We pride ourselves not only on our impeccable service to our clients, but for our employee oriented approach in providing a warm, comfortable environment, ongoing developmental training, excellent communication and a pleasant atmosphere. EOE.

Requirements: Minimum 1 year experience in a comparable role. P&C broker's license required by PA law. Must have knowledge of basic personal lines coverages including: Home, auto, flood, PAF, workers comp, disability and excess. Computer literate with good Word & Excel skills. Broker side experience preferred. Knowledge of Sagitta a plus. College degree preferred. Credits toward CPCU or other professional designation a plus. Special consideration given to those experienced with our preferred carriers (Chubb, AIG, Pure and Ace), servicing affluent clientele.

Reach Human Resources Department at 516.327.2700 or send your resume with salary requirement to careers@bwd.us

(62) BWD Group LLC

Associate Account Executive – Sports P&C

Plainview, NY

As of October 3, 2014

Description: Great opportunity to expand your insurance career and transition into the world of sports insurance. The Associate AE assists the department AVP by performing various administrative functions necessary for maintaining accounts. Recently voted Insurance Journal’s 2014 “Best Agency to Work For”, East Coast, we provide a comprehensive range of innovative insurance products, risk management services and benefit programs for a diverse and distinguished clientele across the country and around the world. Known throughout the insurance industry as the worldwide leader in sports and entertainment insurance, BWD Group has also achieved international recognition for its expertise and capabilities in commercial and personal lines, individual and employee benefits, financial planning, professional liability coverages, consulting, program administration and claims services. We are committed to providing our clients with the highest level of individualized service. Our professional staff is comprised of insurance experts, including those with legal and business backgrounds. Our ongoing recruitment and staff development programs ensure that our employees have the education, training and experience necessary to provide our clients with superior service. We are dedicated to developing the most appropriate and cost-effective programs to help our valued clients meet their coverage needs and financial goals. We pride ourselves not only on our impeccable service to our clients, but for our employee oriented approach in providing a warm, comfortable environment, ongoing developmental training, excellent communication and a pleasant atmosphere. EOE.

Requirements: Minimum 3 years’ experience assisting on P&C Commercial Accounts; heavy casualty experience preferred. Basic Microsoft Word & Excel proficiency; AMS/Sagitta and/or document management experience a plus; college degree preferred.

Reach Human Resources Department at 516.327.2700 or send your resume with salary requirement to careers@bwd.us

(63) BWD Group LLC

Group Benefits Middle Market Account Executive

Plainview NY

As of October 3, 2014

Description: The Account Executive prepares applications, specifications and marketing strategy for new business as well as the renewals of assigned clients with some degree of supervision and approval from Team Leader. Account size will be classified as middle market (50-100 lives). Recently voted Insurance Journal's 2014 "Best Agency to Work For", East Coast, we provide a comprehensive range of innovative insurance products, risk management services and benefit programs for a diverse and distinguished clientele across the country and around the world. Known throughout the insurance industry as the worldwide leader in sports and entertainment insurance, BWD Group has also achieved international recognition for its expertise and capabilities in commercial and personal lines, individual and employee benefits, financial planning, professional liability coverages, consulting, program administration and claims services. We are committed to providing our clients with the highest level of individualized service. Our professional staff is comprised of insurance experts, including those with legal and business backgrounds. Our ongoing recruitment and staff development programs ensure that our employees have the education, training and experience necessary to provide our clients with superior service. We are dedicated to developing the most appropriate and cost-effective programs to help our valued clients meet their coverage needs and financial goals. We pride ourselves not only on our impeccable service to our clients, but for our employee oriented approach in providing a warm, comfortable environment, ongoing developmental training, excellent communication and a pleasant atmosphere. EOE.

Requirements: Word/Excel/Outlook basics. Minimum five years of experience required in a comparable position handling straight insurance products with some knowledge of ancillary coverage. Life & Health license required.

Reach Human Resources Department at 516.327.2700 or send your resume with salary requirement to careers@bwd.us

(64) BWD Group LLC

Group Benefits Senior Account Executive

Plainview, NY

As of October 3, 2014

Description: We are seeking a seasoned Senior Account Executive to join our growing Group Employee Benefits Department in our Plainview, NY office. Responsibilities include (but are not limited to): Prepares applications, specifications and marketing strategy for new business as well as the renewals of assigned clients with some degree of supervision and approval from Department Manager. We provide a comprehensive range of innovative insurance products, risk management services and benefit programs for a diverse and distinguished clientele across the country and around the world. Known throughout the insurance industry as the worldwide leader in sports and entertainment insurance, BWD Group has also achieved international recognition for its expertise and capabilities in commercial and personal lines, individual and employee benefits, financial planning, professional liability coverages, consulting, program administration and claims services. We are committed to providing our clients with the highest level of individualized service. Our professional staff is comprised of insurance experts, including those with legal and business backgrounds. Our ongoing recruitment and staff development programs ensure that our employees have the education, training and experience necessary to provide our clients with superior service. We are dedicated to developing the most appropriate and cost-effective programs to help our valued clients meet their coverage needs and financial goals. We pride ourselves not only on our impeccable service to our clients, but for our employee oriented approach in providing a warm, comfortable environment, ongoing developmental training, excellent communication and a pleasant atmosphere. EOE.

Requirements: Minimum ten years of experience in a comparable position, handling straight insurance products with some knowledge of ancillary coverage (and handling groups of 100+ lives). Must have broker's license. Must be proficient in MS Word & Excel; College degree preferred; CEBS or other professional designation a plus.

Reach Human Resources Department at 516.327.2700 or send your resume with salary requirement to careers@bwd.us

(65) BWD Group LLC

Management Liability Senior Specialist

Plainview, NY

As of October 3, 2014

Description: The Senior Specialist prepares applications (as required), submission specifications and marketing strategy for new business and renewals. Possess an expertise in at least four of eight Management Liability Product Offerings. Responsible for total management of assigned account portfolio with limited supervision. Recently voted Insurance Journal's 2014 "Best Agency to Work For", East Coast, we provide a comprehensive range of innovative insurance products, risk management services and benefit programs for a diverse and distinguished clientele across the country and around the world. Known throughout the insurance industry as the worldwide leader in sports and entertainment insurance, BWD Group has also achieved international recognition for its expertise and capabilities in commercial and personal lines, individual and employee benefits, financial planning, professional liability coverages, consulting, program administration and claims services. We are committed to providing our clients with the highest level of individualized service. Our professional staff is comprised of insurance experts, including those with legal and business backgrounds. Our ongoing recruitment and staff development programs ensure that our employees have the education, training and experience necessary to provide our clients with superior service. We are dedicated to developing the most appropriate and cost-effective programs to help our valued clients meet their coverage needs and financial goals. We pride ourselves not only on our impeccable service to our clients, but for our employee oriented approach in providing a warm, comfortable environment, ongoing developmental training, excellent communication and a pleasant atmosphere. EOE.

Requirements: Minimum 10 years of experience with Management Liability related products. Strong in both Management Liability and Professional Liability (D&O, E&O, EPL, etc.). Financial analysis skills are required. Must have current P&C broker's license. College degree required. CPCU or other professional designation a plus. Microsoft office proficiency. AMS Sagitta exp. preferred.

Reach Human Resources Department at 516.327.2700 or send your resume with salary requirement to careers@bwd.us

(66) BWD Group LLC

Senior Benefit Advocate – Group Employee Benefits

Plainview, NY

As of October 3, 2014

Description: The Senior Benefit Advocate will assist our clients in resolving medical claim issues, assist with new installations, and other related duties. Recently voted Insurance Journal's 2014 "Best Agency to Work For", East Coast, we provide a comprehensive range of innovative insurance products, risk management services and benefit programs for a diverse and distinguished clientele across the country and around the world. Known throughout the insurance industry as the worldwide leader in sports and entertainment insurance, BWD Group has also achieved international recognition for its expertise and capabilities in commercial and personal lines, individual and employee benefits, financial planning, professional liability coverages, consulting, program administration and claims services. We are committed to providing our clients with the highest level of individualized service. Our professional staff is comprised of insurance experts, including those with legal and business backgrounds. Our ongoing recruitment and staff development programs ensure that our employees have the education, training and experience necessary to provide our clients with superior service. We are dedicated to developing the most appropriate and cost-effective programs to help our valued clients meet their coverage needs and financial goals. We pride ourselves not only on our impeccable service to our clients, but for our employee oriented approach in providing a warm, comfortable environment, ongoing developmental training, excellent communication and a pleasant atmosphere. EOE.

Requirements: Minimum 4 years of experience in a customer service position; medical claims experience and knowledge of CPT codes required; Must have strong knowledge and recent experience with both medical and ancillary coverages. MS Word skills required; excellent customer service & organizational skills.

Reach Human Resources Department at 516.327.2700 or send your resume with salary requirement to careers@bwd.us

(67) 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

(68) Willis North America

Principal Technical Specialist

Overland Park, KS

AS of October 1, 2014

Description: In this role, you will be responsible for the day-to-day account management for individual life, disability and long-term care business. As well as securities compliance, schedule retirement plan meetings, carrier meetings, individual client meetings. Responsible for 2 direct reports who support the Financial division. Builds, expands, and solidifies relationships with existing clients at all levels within the company and leads appropriate resources to address the client's financial needs. Secures existing business and drives the sale of additional services and coverage levels. Cultivates relationships with buyers.

Requirements: Bachelors degree, or the equivalent, and 4 - 7 years of previous related insurance experience. Strong IT skills: Microsoft Office, Word, Excel, Powerpoint. Series 7 and Series 66 license required.

Contact Rita Bies at 312.288.7488 or rita.bies@willis.com. For further information about the role log in:

https://willis.secure.force.com/careers/apex/ts2__jobdetails?jobId=a0xE0000008jjSr&tSource=a16E00000008r1CIAQ

(69) Willis North America

Senior Account Executive

Potomac, MD

As of October 2, 2014

Description: Interacts with and responds to the Association of General Contractors Alternative Private Exchange (AGC) member firms requesting quotes for the AAPX program. Manages the process from initial submission to proposal delivery. Responds to all inquiries about the program from member firms and serves as a liaison between Willis, member firms and AGC. Coordinates efforts with other Willis AGC team associates also working on the AAPX program. Develops, regularly updates and implements rolling three-year strategy for analyzing available data and otherwise identifying opportunities to improve efficiencies in how the workflow is processed. Works closely with the AAPX carrier partners to coordinate efforts and manage the carrier partner relationships. Helps develop and deliver marketing materials and more detailed guidance on such programs to AGC and its members. Coordinates communications and all marketing, customer service and other activities relating to such programs, ensuring that all inquiries and information are directed to the most appropriate parties in a timely fashion. Regularly updates all of the parties to such programs on trends, concerns, questions, and positive or negative feedback on such programs.

Requirements: BA/BS Degree required, with preference for degrees in marketing, business administration or insurance. Employee-benefit experience of at least five years in a brokerage, carrier or exchange environment. Relevant licenses required within 60 days of employment. Prior employee benefits or human capital consulting services sales experience required. Prior interface responsibilities with professional Associations in the Contractor and Construction space highly preferred. Excellent organizational skills. Excellent oral and written communication skills. Proficiency in articulating how AGC's health insurance and other benefit programs function and add value to association membership. Projects professional image.

Contact Contact Kimberly Fous at 212.915.7756 or kimberly.fous@willis.com. For more information on the role, please log on to:

https://willis.secure.force.com/careers/apex/ts2__jobdetails?jobId=a0xE0000008jumb&tSource=a16E00000008r1CIA
[Q](#)

(70) Willis North America

Senior Client Services Specialist – Commercial P & C

Potomac, MD

As of September 30, 2014

Description: Reporting to the Director of the Property and Casualty for the Potomac MD office, the Sr. Client Services Specialist for P & C coordinates all aspects of client service and complex transaction operations. Works with producers, service and placement teams for seamless client service and delivery of a quality work product. Principle Duties include but are not limited to: Coordinating all services to the client. Identifying products and services to support client needs. Creating, with the team, client strategy reports, proposals and other presentations. Identifying and executing account rounding and coverage enhancement opportunities. Consistently providing risk management analysis by conducting claim and exposure analysis. Initiating the Placement Strategy. Working closely with the team during the entire renewal process. Assisting with program plan design and best program option recommendations, including development of loss projections, loss stratifications, loss ratios, and other financial modeling. Enforcing and monitoring compliance requirements. Developing relationships with Production and Underwriting teams. Assisting Production team with new business as assigned. Providing guidance and support to team members by training and coordinating work distribution. Assisting in preparing proposal components including; analysis of: pricing, coverage terms and conditions, services, quote comparisons, financing, commentary and recommendation. Facilitating the delivery of binding documents to the client. Establishing and monitoring client service plans. Working with the team to promote best practices. Liaising with the Willis Practice Groups.

Requirements: QUALIFICATIONS SOUGHT: BS/BA degree preferably in a related field of study. 15+ years' relevant experience in the insurance industry, preferably in a service role within a brokerage environment. Experience with servicing large property and casualty programs, including large deductibles, captives, SIR's. Excellent communication and presentation skills including proficiency and confidence in public speaking. Possess initiative, the ability to think 'out of the box' and be proactive. Ability to develop and maintain positive business relationships. Demonstrate strong knowledge of Insurance industry. Solid computer skills, particularly Excel and Word. Team Player.

Contact Kimberly Fous at 212.915.7756 or kimberly.fous@willis.com. For more information on the role, please log on to:

https://willis.secure.force.com/careers/apex/ts2__jobdetails?jobId=a0xE0000008jsFx&tSource=a16E00000008bETIAY

(71) Willis North America

Supervisor – Operations

Nashville, TN

As of September 30, 2014

Description: SUMMARY DESCRIPTION: The Supervisor of Operations is responsible for providing service and transactional support to various office teams and clients across Willis North America. As such s/he is essential to driving excellent internal and external client experiences, efficiency in our operating platform and appropriate risk management. This role will manage a team of employees and has accountability for the department's financial and operational performance. With an emphasis on an excellent client service experience, the Leader will develop and implement strategies to continuously improve the quality and service while strengthening controls. Strong management, relationship, and people development skills are essential to the success of the individual and the department. The position will report directly to a Manager of Operations for Willis, North America. Because this is a new department, we are specifically looking for professionals who either have experience in startup operations or are looking for an opportunity to build something from the ground up. Duties and responsibilities will include, but are not limited to: Development of Department Annual plan and budget. Direct management and oversight of Process and Service providing employees. Collaboration with offsite teams with shared accountabilities. Ownership and accountability for creation, achievement and assessment of performance against departmental goals. Driving service excellence across the organization, including leading process improvement initiatives using commonly accepted methodologies (e.g. LEAN, Six Sigma, etc.). Managing multiple employees and potentially business units with diverse technical requirements. Serving as an in-house authority for operational processing functions. Clearly and consistently communicating with the team. Effectively managing change. Hiring, coaching, developing, correcting, appraising and mentoring of team. Developing and reinforcing relationships with other department Supervisors, Leaders and Business Representatives including Field Offices, Technology Resources, and Product or Process Owners. Enforcing compliance and regulatory controls.

Requirements: Minimum 5 years of operations supervisory experience, preferably in Insurance or Financial Services industries. Demonstrated ability to interact effectively with employees at all levels, supervisors, peers and internal and external clients. Demonstrated solid budgeting, forecasting, work process analysis, problem solving and risk management skills. Strong experience in, or aptitude for, building strategic operations, setting goals and measures, and creating business and operational plans to achieve exceptional performance and exceed established metrics. Experience in business transformations, startups or tactical and/or strategic initiatives preferred. Experience building high-performing teams including recruiting, hiring, and training and retention. Strong written and verbal communication skills Ability to travel as needed. Superior business acumen, learning agility, dealing with ambiguity and paradox all essential qualifications.

Contact Kimberly Fous at 212.915.7756 or kimberly.fous@willis.com. For more information on the role, please log on to:

https://willis.secure.force.com/careers/apex/ts2__jobdetails?jobId=a0xE0000008jVvb&tSource=a16E00000008r1CIA
[Q](#)