



Job Postings

December 15, 2015



WHO'S HIRING?

84 P&C Open Jobs are posted here from Advisen; BWD Group; as well as Hollinger Jobs and International Insurance Consultants. Job Postings from Risk Management departments and Insurance Buyers are posted here at no charge.

RECRUITERS' JOBS APPEAR FIRST BELOW FOLLOWED BY DIRECT POSTERS BEGINNING WITH JOB #78

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

EMPLOYERS: POST A JOB

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

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

WHICH FIRMS ARE HIRING DIRECTLY?

- Advisen
- BWD Group

WHICH RECRUITERS ARE POSTING JOBS?

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

84 JOB POSTINGS FOR MID-DECEMBER 2015

ADVISEN'S EXECUTIVE SEARCH DIRECTORY

David J. Hollinger Associates, Hollinger Jobs

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

John R. Huttner at 732.247.5656 or jrhuttner@hollingerjobs.com

Catarina Oliveira Caulfield at 732.247.5656 or ccaulfield@hollingerjobs.com

International Insurance Consultants

Glenn Wootton at 954.421.0122 or glenn@iicuri.com

Ray Crowley at 954.421.0122 or ray@iicuri.com

Rick Mockel at 954.421.0122 or rm@iicuri.com

INSURANCE RECRUITING POSITIONS

(1) 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) Commercial Account Executive – Entertainment

New York City

Posted by Hollinger Jobs as of 12/10/15. A large retail brokerage firm is seeking a Commercial Account Executive to service and act as client adviser for an existing book of Commercial Lines Entertainment business. The qualified candidate must have a proven background in servicing multi-line commercial accounts, including entertainment business. The ideal candidate must have 5 - 10 years of experience in a retail brokerage environment, and must have serviced, marketed, and rounded out accounts. Candidates should have experience with Sagitta and/or AMS 360 systems.

A 4-year college degree is expected, industry designations a plus. Compensation will be dependent upon experience, \$60 - \$75K plus full benefits package.

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

(3) Excess Casualty Underwriter New York City

Posted by Hollinger Jobs as of 12/10/15. "A+" property and casualty insurance carrier in strong financial standing is seeking a Senior Level Excess Casualty Underwriter. The appropriate candidate must have 5 - 15 years of direct excess and surplus lines commercial underwriting (GL, auto, umbrella), as well as a proven track record developing and establishing wholesale brokerage relationships. Responsible for underwriting a profitable book of Excess business. College degree preferred. Insurance designations a plus and highly preferred. Exact job title dependent upon level of experience. \$125K - \$190K depending upon experience level, bonus, full benefits package. Candidates commutable to Westchester County/Fairfield County, CT.

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

(4) Group Benefits Producer Northern New Jersey / Bergen County

Posted by Hollinger Jobs as of 12/10/15. Established retail brokerage servicing property and casualty and group benefits business is seeking a Group Benefits Producer for their Northern New Jersey/Bergen County location. The retail brokerage has both regional and national presence. The qualified Producer must have 3 - 6 years of direct production in group benefits, large groups, voluntary and involuntary group benefits products and services. Develop and execute sales plan, conduct group benefits presentations and place business, with a strong back office support structure. P&C/L&H License required. Compensation includes base salary, depending upon experience level, commission plan for new and renewal business, full benefits package and tools provided to be successful at new business production.

Candidates without non-competes and business to bring immediately strongly preferred. Appropriate candidates should submit their resumes in confidence to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.247.5656 or Catarina Caulfield, Senior Recruiter at ccaulfield@hollingerjobs.com, or call 732.247.5656. Hollinger is a member of: (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).

(5) Product Manager / Product Development Northern NY

Posted by Hollinger Jobs as of 12/10/15. A well-established P&C insurance carrier is seeking a Product Manager to join their Northern NJ office. The Product Manager will be a part of the marketing team, and will work to develop new products, as well as revise current products. The chosen candidate will be charged with managing complex product development projects for assigned LOB, and will be required to work in unison with Underwriting, Field Services, and Claims teams to produce quality products. Applicants must have 5 or more years of experience with product development, including the review and drafting of insurance policy forms. Candidates should also have experience with state filings, and regulatory/compliance protocols. Compensation will be dependent upon experience.

Please submit all resumes, referrals, and questions in confidence to Catarina Oliveira Caulfield, Sr. Insurance Recruiter at ccaulfield@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.

(6) Subrogation Claims Examiner Northern NJ

Posted by Hollinger Jobs as of 12/10/15. A well-established and growing specialty insurance carrier is seeking a Subrogation Claims Examiner to join their Northern NJ office. The ideal candidate must have a proven background in handling subrogation for commercial general liability, property and auto liability claims in multiple jurisdictions. Applicants should have experience with subrogation claims of moderate to severe complexity. All candidates must be licensed, and should have a four-year college degree. Compensation will be dependent upon experience.

Please submit resumes and referrals in confidence to Catarina Oliveira Caulfield, Sr. Insurance Recruiter at ccaulfield@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.

(7) Chief Underwriting Officer (\$250K - \$350K)**NYC**

Posted by Hollinger Jobs as of 12/10/15. Responsible for administrative functions within the Underwriting department which include performance evaluations of Underwriters, anticipation of staffing needs, interview job applicants, and the development of training programs. Initiate and support relationships with broker force. Mentor staff and assist in succession planning. Requirements: Minimum 15 years of 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. Strong insurance educational background. Travel to branch offices. \$250K - \$350K base, incentives, benefits.

Please submit resumes in confidence to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or Catarina Caulfield, Senior Recruiter at ccaulfield@hollingerjobs.com, or call 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(8) Chief Financial Officer (To \$225K Base + Bonus & Equity)**Iowa**

Fortune 500 insurance group seeks Chief Financial Officer for property and casualty subsidiary. This position has responsibilities for all financial reporting, general ledger, functional areas, AP, AR plus automated systems. Develop organizational strategies for the financial division including establishing functional objectives for all aspects of the financial close process, including GAAP & STAT reporting. Develop staff goals both individual and departmental including accountabilities through measurable results. Lead the team and mentor managers to reward achievements and communicate enforcing values. Take responsibility to ensure state regulatory and SOX compliance. CPA a plus.

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

(9) SVP E&S Property Underwriting Executive (\$225K + Bonus Equity)**Anywhere**

Top 30 "A+" rated insurance group seeks lead executive with a hands-on underwriting background to head the national property operation. This firm has limited admitted and 50 state non-admitted paper and writes challenging E&S risks. They use the wholesale broker distribution system and write all habitational, builder's risk, hotels, mercantile, shopping centers, vacant houses/buildings and warehouses. They write accounts on a lead basis, as well as layers. The candidate will develop the

underwriting appetite and establish the guidelines to support strategic direction. This will manage a national team of 20 people and will establish underwriting authorities and ensure the property operation meets appropriate compliance standards.

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

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

Posted by Hollinger Jobs as of 12/10/15. A national broker with an established Ocean Marine practice and offices in the NY area seeks a leader to manage their Ocean Cargo team and drive Cargo business and client services. They seek an experienced individual with brokerage or carrier management background and solid knowledge of the full spectrum of Ocean Marine business, specifically complex cargo accounts. Responsibilities include supervision of staff, interaction with producers, and client interface for new business prospects and renewals. This is a collegial, professional culture working with an excellent team. BA or MBA is expected and insurance designations are a plus. Overall compensation is open and will reflect both experience and skill sets; target base is \$200K - \$250K plus appropriate incentives and full benefits package.

Please submit 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 or Catarina Caulfield, Sr. Recruiting Specialist at ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

**(11) Facultative Underwriting – Casualty / Professional Lines (\$170K + Bonus)
NY / Atlanta**

This is an excellent worldwide brand with a strong capital base. This position will be a significant part of a small group of quality underwriting professionals that handle the entire country. This business is driven through the broker community (intermediaries). Although some facultative departments may be shrinking, this operation is experiencing growth and is very profitable. They will continue to grow and be a sought - after resource in the industry. If currently in facultative casualty or professional lines, or have been in the past, this is an excellent opportunity to be part of a high quality brand. Additionally, they are willing to consider someone in the E&S primary business that might want to make a transition to reinsurance.

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

(12) AVP Casualty Primary E&S (\$160K - \$185K + Bonus & Equity)

Chicago

Top 40, "A" rated carrier seeks an underwriting executive to lead the strategy and product management for manufacturers and products liability. This is an E&S carrier. All business is delivered from the wholesale brokerage community and placed on non-admitted paper. This role will develop underwriting guidelines, analyze performance and results, as well as review producer performance to identify poor wholesalers to stop that flow of business. Then reward producers that are bringing profitable accounts. This person will be the underwriting liaison with actuarial, finance, marketing and claims. Experience with pricing is a big plus.

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

(13) VP Underwriting (\$160K - \$180K)**Mid – Atlantic**

This is a highly rated carrier that is continuing to expand in the E&S market. This position will report to the President of the company. Candidate must have strong skills in running an underwriting operation (this portfolio is under \$100 million) to include pricing, aggregation, appetite, strategy, product development, etc. Candidate must have underwriting P&L. This is a strong underwriting environment that is profitable. The products are diverse but include GL, professional liability, auto, property and garage. Candidate will set the underwriting appetite and guidelines but because of their size and history, candidate will be client-facing also. This is an opportunity to see the business in all aspects– underwriting, distribution, actuarial. Candidate will be thoroughly involved in P&L.

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

(14) Umbrella / Excess Casualty Specialist (\$160K + Bonus)**Chicago, IL**

This is an opportunity to be part of a quality team that manages this significant portfolio in the Midwest from Chicago. This is a true high authority, high impact underwriting position. This client-facing position will interact with retail brokers and insureds consistently. Client is an "A+" class 15 carrier that has a compelling capital position and brand. Strong lead of umbrella and excess underwriting experience is desired, however if candidate have a quality large account or specialty underwriting background and can show clear differentiation in their segment, this could be an opportunity to have impact on this carrier and their career.

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

(15) Treaty Underwriting Leader – Central America / Caribbean / South America (\$160K + Participation)

Miami, FL

This is an "A" rated, well-capitalized boutique carrier that is growing globally and is looking for a P&C Treaty Underwriter to spearhead their continued planned growth in Latin America. This position will be client-facing and active with intermediaries in the geographic footprint. Currently, their portfolio is coming from Mexico and Columbia. They are happy to expand those existing markets but would like to create new opportunities also. Candidate must have sound underwriting experience in at least one of the segments – casualty / property / specialty. This position will be exposed to and part of the global strategy of the company. If candidate is creative and wants to run a business inside a business, this is an excellent opportunity. Bilingual Spanish a must.

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

(16) Underwriting Commercial Lines (To \$160K)**Midwest**

Major Midwest regional carrier has an outstanding opportunity for an up and coming commercial multi-line underwriting management professional to join their team as no. 2 reporting to the CUO. This growing carrier is looking for an underwriting pedigree to provide direction to their underwriting staff and product management people. This role will give the candidate a 360-degree view of their operation and the ability to provide input for strategy and execution. If candidate have a solid underwriting skills, have been involved in all aspects of the underwriting function and have strong leadership skills, this could provide the career progression they have been waiting for.

For more information please contact Rick Mockel at 954.421.0122 or rm@iicuri.com. www.insurancerecruitersusa.com

(17) Deputy Underwriting Officer (\$150K - \$240K)**Northern NJ**

Posted by Hollinger Jobs as of 12/10/15. A well-established and growing specialty insurance carrier is seeking a Deputy Underwriting Officer to join their team. This position is structured to be the no. 2 Underwriting Officer in the company, reporting directly to the Chief Underwriting Officer. The ideal candidate will possess a strong background in multi-line commercial underwriting including home office underwriting experience, as well as experience working with the Department of Insurance regulatory departments, filings, and understanding of RMS and other actuarial routines. The chosen candidate will be required to establish Limitation of Benefit risk protocols, work with actuarial team in establishing rate strategies, work with team leaders to establish capacity constraints across programs, and work to ensure compliance through regulatory and filings processes. The chosen candidate will also be in-charged with monitoring program profitability and growth potential, participate in audit and compliance reviews, work with the Board of Directors regarding industry

metrics, and coordinate underwriting efforts across departments including claims, IT, and operations to ensure excellent and seamless customer service to policyholders and agents. All applicants should have a 4-year college degree, and industry designations are expected (CPCU, AU, AINS, ARM, etc.). Compensation will be dependent upon experience, \$150K - \$240K base plus bonus and full benefits package.

Please submit resume in confidence to Catarina Oliveira Caulfield, Sr. Insurance Recruiter at ccaufield@hollingerjobs.com or Jim Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or John R. Huttner, President at jrhuttner@hollingerjobs.com. Hollinger is a member of: (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).

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

Westchester / Rockland County / Lower CT

Posted by Hollinger Jobs as of 12/10/15. Expanding property and casualty insurance retail brokerage with multiple locations is seeking a Senior Executive for a new managerial role that will develop and run the Commercial Lines division. The Manager is responsible for oversight and leadership of the commercial accounts group, including all service marketing, business development, and customer service work. Experience in hiring, training, and mentoring the commercial lines staff and general day-to-day commercial lines operations is a must. Qualified candidates should have familiarity with real estate, municipalities and large commercial accounts and 10 - 15 years of commercial lines experience including management with either a broker or a carrier. The appropriate candidate should possess a strong commitment to customer service, relationship building and staff development, along with proficiency of various insurance software, as well as Microsoft Office suite products. Degree preferred, Property & Casualty License required. Additional designations, including CPCU, ARM, RPLU strongly preferred. \$150K - \$200K base salary depending upon experience level, bonus/incentives, full benefits package.

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

(19) Director – Middle Market Commercial Underwriting (\$150K - \$190K)

NYC

Posted by Hollinger Jobs as of 12/10/15. "A+" property and casualty insurance carrier is seeking a Director – Middle Market Underwriting to provide input and sound judgment into the development of underwriting policies and standards that support developing

products, services, and new programs, as well as work in conjunction with Product Development to develop coverage forms and appropriate pricing. 10 - 15 years multi-line or package middle market underwriting (\$100K - \$500K premium range) experience with a strong background in insurance coverage and with at least 5 years prior staff management experience, leading underwriting teams. 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 - \$190K depending upon experience level, bonus, benefits package including 401K, pension plan and company car provided.

Please submit resumes in confidence to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or Catarina Caulfield, Senior Recruiter at ccaufield@hollingerjobs.com, or call 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(20) E&S Property Underwriting Manager (\$150K - \$190K)

Southeast Region / Georgia

Posted by Hollinger Jobs as of 12/10/15. An established, financially secure and growing property and casualty company with both domestic and global insurance and reinsurance platforms is seeking, as part of the continued growth, an Excess and Surplus Lines Property Underwriting Manager to build the Southeast region. The appropriate candidate must have 8 - 15 years of excess and surplus lines property underwriting, marketing and strong management expertise, with a proven background growing and developing E&S property business, both CAT and Non-CAT business, as well as bringing established wholesale brokerage relations. The Underwriting Manager, who will also maintain current wholesale brokerage relationships, working closely with and having the support of the Corporate Underwriting division, will also be developing an underwriting team as the book of business grows. Candidates in the Atlanta, Georgia region meeting qualifications highly desirable. Relocation consideration based on proven success developing E&S property business and leadership background. College degree required. Insurance designations (CPCU, CIC) highly desirable. Compensation \$150K - \$190K base salary including strong bonus plan (20% - 40%), fully paid benefits, strong 401K.

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

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

Southeast Region / Georgia

Posted by Hollinger Jobs as of 12/10/15. An established, financially secure and growing property and casualty company with both domestic and global insurance and reinsurance platforms is seeking, as part of the continued growth, a Senior E&S Property Underwriter to generate new business and build the Southeast region. The appropriate candidate must have 6 - 10 years of excess and surplus lines property underwriting, marketing, and in addition, leadership or willing to take on leadership responsibilities with a proven background growing and developing E&S property business, both CAT and Non-CAT business, as well as bringing established wholesale brokerage relations. The Senior Underwriter who will also maintain current wholesale brokerage relationships, working closely with and having the support of the Corporate Underwriting division, will have the opportunity to build and develop their own underwriting team as that book and region grows. Candidates in the Atlanta, Georgia region meeting qualifications highly desirable. Relocation consideration based on proven success developing E&S property business and leadership background. College degree required. Insurance designations (CPCU, CIC) highly desirable. Compensation \$150K - \$190K base salary including strong bonus plan (20% - 40%), fully paid benefits, strong 401K.

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

(22) Carrier - Commercial Underwriting Director (\$150K - \$180K)

East

Posted by Hollinger Jobs as of 12/10/15. "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, EVP 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.

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

NYC

Posted by Hollinger Jobs as of 12/10/15. Top retail brokerage, handling both P&C and group benefits, is seeking a CL Team Leader for NYC. This is an excellent position for a Sr. Account Executive / Team Leader who wants to move their career to the next level. Qualified candidates must have experience servicing a diversified portfolio of large middle market commercial P&C accounts. This position is hands-on, both handling accounts and supervising a team of more than four service AEs. Prior leadership or management experience, along with strong technical insurance and computer skills, as well as an outgoing, positive, energetic and motivating personality are a plus. Degree preferred. P&C License required. Additional licenses a plus. Compensation DOE, \$150K base + benefits package.

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

(24) Human Resources Generalist (\$150K + Participation)

Philadelphia / NY

This is an opportunity with a highly rated insurance company that is dynamic and profitable. This is the no. 2 human resources role that will report to the Senior HR Executive in the company. This is an excellent opportunity to grow and project. Applicant must bring skills in employee relations, compensation, culture-shaping, performance management, HR initiatives, change management, coaching and recruiting. The position is expected to be a valued business partner to operating profit centers in this insurance company. Applicant will support underwriting, claims, distribution, finance, actuarial and others. P&C insurance experience would be helpful, but not required.

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

(25) Property Claims Leader (\$150K)

Chicago

This is an "A+" rated company that has an excellent brand and is growing nationally. This is the no. 1 position in property claims – with an emphasis in the inland marine

segment. Technical skill in commercial property, including large commercial builder's risk, will be valued. This position will lead a small staff of adjusters and set strategy for the claims function. Leadership experience is key. Exposure to setting strategy, guidelines, best practices for a claims department combined with the ability to be client-facing to represent the claims function for the company could qualify the candidate for this exciting opportunity. This position will report to the President.

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

(26) Senior Underwriter / Manager – Ocean / Cargo Marine (Up to \$150K)

New York City

Posted by Hollinger Jobs as of 12/10/15. "A+" property and casualty insurance carrier writing commercial, professional and specialty lines is seeking a Senior Underwriter / Line Manager for Ocean Cargo Marine. Responsible for overseeing an existing \$20MM book of Ocean Marine business, as well as develop new ocean marine accounts. Develop established retail brokerage relationships with large and global brokers. Proven track record of underwriting ocean cargo marine accounts and business development with the retail brokerage community. 5 - 10 years direct experience. College degree and designations preferred but not required. This position requires a technically sound, analytical business development Underwriter seeking professional growth, new challenges and additional responsibilities. Compensation to \$150K base range depending upon experience level, bonus and full benefits package. Position can be placed in NYC or Northern New Jersey.

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

(27) Senior Underwriter / Manager – Ocean / Cargo Marine (Up to \$150K)

Ohio

Posted by Hollinger Jobs as of 12/10/15. "A+" property and casualty insurance carrier writing commercial, professional and specialty lines is seeking a Senior Underwriter / Line Manager for Ocean Cargo Marine. Responsible for overseeing an existing \$20MM book of Ocean Marine business, as well as develop new ocean marine accounts. Develop established retail brokerage relationships with large and global brokers. Proven track record of underwriting ocean cargo marine accounts and business development with the retail brokerage community. 5 - 10 years direct experience. College degree and designations preferred but not required. This position requires a technically sound, analytical business development Underwriter seeking professional

growth, new challenges and additional responsibilities. Compensation to \$150K base range depending upon experience level, bonus and full benefits package. Position can be placed in NYC or Northern New Jersey.

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(28) Senior Underwriter / Manager – Ocean / Cargo Marine (Up to \$150K) Southern CA

Posted by Hollinger Jobs as of 12/10/15. "A+" property and casualty insurance carrier writing commercial, professional and specialty lines is seeking a Senior Underwriter / Line Manager for Ocean Cargo Marine. Responsible for overseeing an existing 20MM book of Ocean Marine business, as well as develop new ocean marine accounts. Develop established retail brokerage relationships with large and global brokers. Proven track record of underwriting ocean cargo marine accounts and business development with the retail brokerage community. 5 - 10 years direct experience. College degree and designations preferred but not required. This position requires a technically sound, analytical business development Underwriter seeking professional growth, new challenges and additional responsibilities. Compensation to \$150K base range depending upon experience level, bonus and full benefits package. Position can be placed in NYC or Northern New Jersey.

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

(29) Sr. Underwriting Specialist (To \$145K plus Bonus Participation) NJ, NY area

This "A" rated carrier has experienced steady profitable growth and is seeking a Commercial Multi-line Underwriter for a production underwriting role handling retail brokers in the NJ/NY area. A qualified candidate will have a solid commercial lines underwriting skill set and be knowledgeable of the retail brokerage market. Accounts will be mainstream and will include package, umbrella, GL, auto and some WC. This is a highly reputable firm with great resources and capital. There are numerous perks

with this operation and the position has potential to be part time remote once the candidate is established.

If the candidate/s have a solid underwriting skill set, know the retail brokerage community and are interested in profitable steady growth, please call Rick Mockel at 954.421.0122 or email at rm@iicuri.com.

www.insurancerecruitersusa.com

**(30) Broker – Public Sector – Business Development Specialist (\$140K - \$240K)
Southwest**

Posted by Hollinger Jobs as of 12/10/15. An established insurance broker is seeking a Public Sector Business Development Specialist to be responsible for revenue generation and sophisticated client development. Primary target area is the Southwest with other options in major markets across the country. Appropriate candidates must have a successful history of working with Public Sector groups and problem solving within those groups, as well as current knowledge of underwriting, brokering and claims as this is a necessary part of the client enrollment process. Qualified candidates should have a proven track record with Public Sector clients and a demonstrated history of generating and increasing revenues in the Public Sector space. Candidate should have a minimum of 7 - 10 years of experience and educational requirements are a minimum of a Bachelor's degree; preferably an MBA, CPCU, RM, ARM, and/or other professional designations. The base compensation is \$140K - \$240K+, depending on actual experience, ability and credentials.

Please submit 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 or Catarina Caulfield, Sr. Recruiting Specialist at ccaulfield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

**(31) Loss Control / Social Services / Public Entity (\$140K)
New York, NY**

This is an opportunity to have real impact with customers. The candidate will have experience in working with social service organizations to include eldercare, youth camps, school programs, etc. This position will work to develop effective strategies and then implement those strategies through deployment of resources and training. This is a critical position for this highly reputable firm and its customers. Candidate will have impact on the outcomes for customers not only in the economic realm of total cost of risk but also on human outcomes.

For more information, please contact Rick Mockel at 954.421.0122 or rm@iicuri.com. www.insurancerecruitersusa.com

(32) Senior Commercial Lines Underwriting Specialist (\$135K - \$150K)**Northern NJ**

Posted by Hollinger Jobs as of 12/10/15. "A+" property and casualty insurance carrier with a national platform is seeking a Senior Commercial Lines Underwriting Specialist to underwrite new business and create business development opportunities with the brokerage community. A mix of standard and specialty/E&S experience required. Multi-line commercial or package background with 7 - 10 years minimum of writing small to middle market accounts with a property and casualty insurance company. Additionally, leadership and/or supervisory experience required. College degree required. Insurance designations, CPCU, CIC, AU or pursuance of designations strongly preferred. This position is for an energetic, professional technically sound Underwriter who can create and establish brokerage relationships and knows how to manage accounts, as well as lead by example. \$135K - \$150K base salary depending upon experience level, bonus, full benefits, 401K and more.

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

(33) Medical Malpractice Attorney (To \$135K)**New York, NY**

This growing risk manager/claims administrator is seeking a talented professional Liability/Medical Malpractice Attorney for their New York branch. The person for the position will be familiar with all facets of the claims function from investigation through litigation. They will select council, work with witnesses and manage the entire claim process. Prior carrier experience is preferred, but will consider private practice. The position is due to expansion and cases will be of varied complexities. Must be a team player and have personality.

If interested in learning more, please contact Rick Mockel at 954.421.0122 or rm@iicuri.com. www.insurancerecruiterusa.com

(34) Commercial Lines Manager / Retail Brokerage (\$130K - \$160K)**NYC**

Posted by Hollinger Jobs as of 12/10/15. Expanding property and casualty insurance agency/retail brokerage with multiple locations is seeking a senior executive for new manager position to run and develop the Commercial Lines division. The Manager will be responsible for the oversight, development and leadership of all servicing of commercial accounts, marketing, business development, customer service, developing, hiring and training the commercial lines staff and general day-to-day commercial lines operations management. Qualified candidates should possess 10 - 15 years of direct commercial lines experience at the managerial level with a retail

brokerage or combination brokerage/carrier in a leadership role. Strong commercial lines coverage background including construction and real estate and proven expertise developing carrier and underwriting relationships. The appropriate candidate will, in addition, possess a strong commitment to customer service, relationship building and staff development, along with proficiency of various insurance software, as well as Microsoft Office suite products. Strong work history, knowledge and business relationships within the New York City marketplace. Bachelor's degree preferred, Property and Casualty License required. Additional designations, including CPCU, ARM, RPLU strongly preferred. \$130K - \$160K base salary depending upon experience level, bonus/incentives, full benefits package.

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

(35) Facultative Risk Account Executive Midwest (\$130K - \$150K)

Midwest

Posted by Hollinger Jobs as of 12/10/15. A reinsurance company with strong infrastructure is seeking an Individual Facultative Risk Account Executive. The qualified candidate must have a strong entrepreneurial spirit responsible for the following: 1. Maintain strong relationships with their client companies and profitably expand their presence with targeted prospects focusing on key individual risk reinsurance decision makers. 2. Working with the Manager, develop and implement a marketing/underwriting individual risk plan for the territory. 3. Take an active and lead role in the identification new products and sources of business. The qualified candidate must be technically proficient, with a high level of competency in the selection and pricing of auto liability, general liability and excess. E&O experience a plus. Experience: four to seven years of primary or excess company and/or reinsurance underwriting. Strong knowledge of casualty products, coverage and forms. Proficient in all pricing approaches. Strong IT background including systems, spreadsheets, databases, search engines, etc. Excellent communication, leadership, business development and interpersonal skill sets. Strong team player. College degree required. Additional designations desirable. \$130K - \$150K including full benefits, bonus, work from home office arrangement. Position is for Chicago and surrounding Midwest region candidates, including WI, IN, OH, ID, IA.

Please submit resumes to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com, or Catarina Caulfield, Sr. Recruiting Specialist at ccaufield@hollingerjobs.com.

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(36) Territorial Property / Inland Marine Specialist (To \$130K's plus Bonus)

Atlanta

This operation is part of a major insurance group that is focusing on the expansion and projection of their capabilities within the property/inland marine market. This highly rated firm is seeking a strong Underwriter professional that is solid in their marketing skills, as well as possessing a high degree of business intelligence and an entrepreneurial spirit. The task at hand is to profitably develop a territory in the SE through the building and maintaining of long lasting relationships with their distribution partners. As the owner of this market, the candidate will help in developing strategy, guidelines, risk appetite and pricing. The candidate will have direct input on the business side through a very collaborative environment which will work directly with the most senior executives. This role has a high degree of visibility and is looking for an individual that could grow and progress to a leadership position. It has enormous potential.

For more information please contact Rick Mockel at 954.421.0122 or rm@iicuri.com. www.insurancerecruiterusa.com

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

Southern CT / NYC Region

Posted by Hollinger Jobs as of 12/10/15. "A+" property and casualty insurance carrier in strong financial standing is seeking a Senior Level Excess Casualty Underwriter. The appropriate candidate must have 5 - 15 years of direct excess and surplus lines commercial underwriting (GL, auto, umbrella) experience, as well as a proven track record developing and establishing wholesale brokerage relationships. Responsible for underwriting a profitable book of Excess business. College degree preferred. Insurance designations a plus and highly preferred. Exact job title dependent upon level of experience. \$125K - \$190K depending upon experience level, bonus, full benefits package. Candidates commutable to Westchester County/Fairfield County, CT.

Please submit resumes to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com, or Catarina Caulfield, Sr. Recruiting Specialist at ccaufield@hollingerjobs.com.

Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(38) Products Liability Underwriter (\$125K - \$175K + Bonus & Equity)

Location Flexible

Top 40 P&C group seeks seasoned underwriting pro to represent the firm through the wholesale distribution community. This position will have responsibility for working with challenging E&S manufacturing segment risks. The focus is on industrial and commercial products, not consumer products. Having a following with wholesale brokers and the ability to develop a book of non-admitted surplus lines products business is key. They write both low deductible and large SIR business. This is a national company and the location is flexible.

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

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

NYC

Posted by Hollinger Jobs as of 12/10/15. Well-established insurance brokerage seeks a Senior Account Executive to service consequential Ocean/Marine Cargo accounts. The qualified candidate should be growth-minded and sales-oriented with 10 or more years in commercial retail brokerage handling multinational and captive accounts wherein experience with bulk commodity risks and Stock Throughput policies are the norm. Position requires solid market knowledge and strong negotiation skills including complex submissions and coverage recommendations for large marine cargo accounts. This is a collegial, professional culture working with an excellent team. Degree and designations – BA is expected, MBA, and CPCU are a plus. Compensation is DOE \$125K - \$150K+ including incentives/benefits package.

Please submit 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 or Catarina Caulfield, Sr. Recruiting Specialist at ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(40) Senior Commercial Lines Account Executive (To \$125K)

New York City

Posted by Hollinger Jobs as of 12/10/15. Specialty insurance retail brokerage firm is seeking a Senior Commercial Lines Account Executive for their New York City location. The qualified candidate must have 7 - 10 years of direct retail brokerage full servicing of middle to large commercial accounts. Develop strong client and broad carrier underwriting relationships. This is a dynamic and growing region with expansion goals. The qualified Commercial AE will come from a large regional or national brokerage firm and have a "lead by example" professional attitude. Experience with a variety of commercial accounts, including but not limited to construction, real estate, manufacturing, restaurants, habitation, retail and wholesale. Strong senior

management support within this diverse and dynamic work environment. \$90K - \$125K base range depending upon experience level including full benefits package.

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

(41) Commercial Underwriting Team Leader (\$120K +)
Northern New Jersey

Posted by Hollinger Jobs as of 12/10/15. A+ property and casualty insurance carrier is seeking a Commercial Underwriting Team Leader. The appropriate candidate will be responsible for underwriting and marketing small to mid-size commercial accounts (property and casualty). Experience with habitation, products, real estate, mercantile required. Experience developing relationships with the brokerage community, including wholesale brokers and having an excess and surplus lines background required. In addition to underwriting and marketing, the Team Leader will be responsible for overseeing a group of 2 - 3 underwriters and their successful contributions to underwriting profitable business and establishing brokerage and MGA relationships. Bachelor's degree required. Designations a strong recommendation. Proven PC and technical skill sets and ability to present to brokers and senior management. P&C carrier underwriting required and will consider underwriters with 10 - 15 years direct experience. \$120K+ base including bonus and full benefits package.

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

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

Posted by Hollinger Jobs as of 12/10/15. "A+" national property and casualty insurance carrier is seeking a Senior Underwriter / Leader for Commercial Property. Additionally, the qualified candidate should have general liability underwriting experience as well. The qualified candidate must have 10 years minimum commercial property or package underwriting, standard or specialty carrier background, and proven experience developing brokerage and MGA relationships. Additionally, the Senior Underwriter / Leader will also be responsible for training Underwriters on commercial

property coverages. Strong technical, analytical and business development expertise required. Bachelor's degree required. Insurance designations a plus. Compensation to \$120K base salary, including bonus and full benefits package.

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

(43) Senior Commercial Production Underwriter (To \$115K)

NJ / PA

Posted by Hollinger Jobs as of 12/10/15. "A+" property and casualty insurance carrier is seeking a Senior Commercial Production Underwriter to write new business and market to the retail agency plants, New England to Virginia. Based in Central New Jersey and commutable for Underwriters in the Eastern Pennsylvania region, the qualified Production Underwriter must have a minimum of 5 years direct production underwriting for middle to large market accounts, commercial package, commercial multi-line, \$100K - \$1M in premium. Experience with large deductibles a plus. Proven background underwriting, closing and putting new business on the books. Local travel with some overnight required. Commercial Underwriters with standard primary carrier experience, encouraged to apply. Professional growth opportunities. College degree preferred, designations (CPCU) a plus. Compensation to \$115K base including bonus plan and full benefits package, including 401K and Pension Plan.

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

(44) Human Resources Director (\$110K - \$140K + Bonus & Profit Sharing)

Miami, FL

Major insurance group seeks an executive to lead the HR operation for the Latin America region. This person will be a key member of the L.A. management team in Miami and the region. Responsibilities include development of strategies, tactics and action plans and the implementation of solutions that will impact the business. This is a full function hands-on position that will include employee benefits, recruiting, retention, performance management, compensation, legal compliance, talent management and employee relations/communications. The candidate will have the responsibility to

bring credibility to the human resources function through professionalism and leadership in Miami and Latin America. This is a bilingual must position.

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

(45) Compliance Office (\$100K - \$150K)

Northern NJ

Posted by Hollinger Jobs as of 12/10/15. A well-established and successful P&C carrier is seeking a Compliance Officer to join their Northern NJ office and to head up and run the Compliance department. The Compliance Officer will act as an expert internal resource for all U.S. regulatory compliance activity, ensure that the company understands and manages its regulatory risk, continually review compliance practices and assess their effectiveness, and develop and introduce enhancements and updates to current practice. Applicants must have extensive experience in all areas of compliance (licensing, appointments, form filings, rate filings, investigations, examinations, etc.), as well as a minimum of 3 years of experience running a Compliance department, and will be required to manage a small team of compliance practitioners. Experience in specialty lines of business such as aviation or marine are preferred but not required. Compensation will be dependent upon experience, up to a base of \$150K + full benefits package.

Please submit all resumes, referrals, and questions in confidence to Catarina Oliveira Caulfield, Sr. Insurance Recruiter at ccaulfield@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.

(46) Commercial Account Executive / Brokerage (\$100K - \$120K)

New York City, NY

Posted by Hollinger Jobs as of 12/10/15. 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 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, Sr. Recruiting Specialist at ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

New York City

Posted by Hollinger Jobs as of 12/10/15. Specialty insurance retail brokerage firm is seeking a Personal Lines Account Executive for their New York City location. The qualified candidate must have 5 - 10 years of direct retail brokerage full servicing of Personal Lines accounts including VIP/HNW accounts. Develop strong client and broad carrier personal lines underwriting relationships. This is a dynamic and growing region with expansion goals. The qualified PL AE will come from a large regional or national brokerage firm and have a "lead by example" professional attitude with a strong knowledge base of a diverse range of personal lines products and services. Strong senior management support within this diverse and dynamic work environment. \$70K - \$100K base range depending upon experience level including full benefits package.

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

(48) Senior Commercial Account Executive (\$90K - \$110K)

NYC

Posted by Hollinger Jobs as of 12/10/15. A well-established large brokerage firm providing commercial, personal, professional lines and group benefits products and services is seeking a Senior Commercial Account Executive for their NYC office to service consequential Construction accounts. The qualified candidate should have 10+ years retail brokerage commercial account management experience, with a strong niche servicing and working with larger construction firms. College degree preferred. License required. Compensation will be dependent upon experience, \$90K - \$110K+ including incentives/benefits package.

Please submit resume in confidence to Catarina Caulfield, Sr. Recruiting Specialist at ccaufield@hollingerjobs.com or call Cat directly at 732.247.5656. Additionally, you may reach out to James A. Lieberman, Executive Vice

President at jalieberman@hollingerjobs.com or John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and WEB.

(49) Referral Underwriter - Commercial Lines (\$90K - \$100K)

Central New Jersey

Posted by Hollinger Jobs as of 12/10/15. "A+" property and casualty insurance carrier is seeking a Referral Underwriter for Commercial Lines. Qualified candidate must have a minimum 5 -10 years of commercial multi-line or package underwriting background, middle to large market (\$100K premium +) from an insurance property and casualty carrier. The Referral Underwriter will be responsible for both domestic and international business and will interact with all underwriting divisions. Bachelor's degree preferred. Designations a plus. \$90K - \$100K base depending upon experience including full benefits plan program.

Please submit resumes in confidence to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or Catarina Caulfield, Senior Recruiter at ccaufield@hollingerjobs.com, or call 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(50) Brokerage / Agency – Professional Liability Account Executive (To \$90K)

NYC

Posted by Hollinger Jobs as of 12/10/15. Established retail brokerage/agency is seeking a Sr. Account Executive - Professional Liability Executive Risk Accounts as an addition to their existing and growing portfolio. The Senior Account Executive will be responsible for the overall service and renewal of the more complex placements within the Executive Risk department. Create client proposals for new business and renewals. Review policies, create and implement marketing strategies and provide recommendations to clients regarding placement options. Maintain continuous coverage and keep all clients abreast of changes in policy coverage and market conditions. Perform risk analysis/consulting, policy reviews as they pertain to client executive risk exposures. Maintain productive business relations and engage in contact with clients as circumstances dictate upon consultation with each account's primary relationship manager. Engage in productive contact with underwriters, other departmental account executives and producers. Qualifications include a minimum of 5 or more years of commercial insurance brokerage professional liability experience (E&O, D&O, EPL, LPL, cyber, fiduciary and other professional liability policy accounts). Bachelor's degree preferred. Valid Property and Casualty Insurance License required. Knowledge of agency management systems, AMS360 and WorkSmart. Strong

technical and PC skills, especially Microsoft Office suite. Strong organizational and interpersonal skills. A self-starter with professional presentation, energy and drive required. Compensation to \$90K base, full benefits package.

Please submit resumes in confidence to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or Catarina Caulfield, Senior Recruiter at ccaufield@hollingerjobs.com, or call 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

Posted by Hollinger Jobs as of 12/10/15. 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 of experience with consequential accounts. Industry disciplines should include real estate, hotels, financial services and related insurance matters. College degree and licenses are expected. Advanced degree, CPCU, CIC, etc. are preferred. Compensation will be up to \$90K, DOE.

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

(52) Senior Management Liability Account Analyst (\$85K - \$100K) NY

Posted by Hollinger Jobs as of 12/10/15. Well-established and growing retail brokerage and risk management firm with strong internal operations and structure is seeking a Senior Account Analyst for Management Liability. The qualified Account Analyst will prepare applications, specifications and marketing strategy for new business, as well as the renewals of assigned clients with limited supervision. Total GWP size not to exceed \$8M. Total income not to exceed \$1M. Minimum of seven years of experience with management liability related products. Financial analysis skills required. Must be computer literate with proficiency in basic Word and Excel skills. College degree required. P&C Brokers License required. CPCU, RPLU or other professional designation a plus. AMS Sagitta experience preferred. Retail Brokerage Account Executive or

company Underwriter specializing in professional liability/management liability will be considered. To \$100K based on experience level including full benefits package.

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

(53) Commercial Underwriter (To \$85K)

Albany / Hudson Valley

Posted by Hollinger Jobs as of 12/10/15. "A+" property and casualty insurance carrier is seeking a Commercial Underwriter to write new and renewal business, as well as establish agency and broker relationships for the State of New York. The qualified candidate must have 5 - 10 years of commercial multi-line or package underwriting and new business production, proven background establishing agency relationships and proven history of strong account management. College degree and/or designations preferred. Compensation to \$85K base depending upon experience level, bonus and incentives and relocation consideration.

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

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

Posted by Hollinger Jobs as of 12/10/15. A well-established and growing specialty insurance carrier is seeking a Construction Underwriter, with NYC Construction underwriting experience, to join their NYC office. The chosen candidate will be charged with the growth, profitability, and retention of a Construction book of business, while maintaining the necessary underwriting authority. The ideal candidate must have 5 or more years of experience as an Underwriter, managing construction risks specifically in the NYC marketplace, and will possess an excellent understanding of commercial insurance coverages, contracts, an underwriting guidelines. Candidate should have a 4-year college degree and CPCU, CRIS or other designations preferred. Compensation will be dependent upon experience.

Please submit all resumes, referrals, and questions to Catarina Oliveira Caulfield, Sr. Insurance 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.

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

NJ

Posted by Hollinger Jobs as of 12/10/15. "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 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, Sr. Recruiting Specialist at ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(56) Senior Property Loss Control Representative (\$80K - \$100K)

Greater Boston Area

Posted by Hollinger Jobs as of 12/10/15. "A+" property and casualty insurance carrier is seeking a Senior Loss Control Representative due to new market expansion for the Northern New England region. The Senior Property Loss Control Representative will telecommute and build relationships with existing agents and insureds. Provide detailed risk assessments on complex accounts while working with a variety of clientele with special focus on the wood products, transportation and logging industries. The qualified candidate will be detail-oriented, exhibit a high degree of technical skills and have excellent communication skills. Candidates with a Bachelor's degree in Occupational Health and Safety, Engineering or Science preferred. Property expertise and professional credentials such as CSP, ALCM, PE, or CIH are also a plus in addition to prior property/fire protection training. \$80K - \$100K base including full benefits package.

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

(57) Casualty Wholesale Broker (\$75K - \$110K)**CT**

Posted by Hollinger Jobs as of 12/10/15. Leading wholesale brokerage and MGA with both regional and national platforms is seeking an addition to their production team, a Casualty Wholesale Broker to develop new business opportunities within the State of Connecticut and surrounding region, which can include NY and other New England states. The qualified candidate will be responsible for acting as the primary negotiator of policy terms and conditions that obtain the most effective insurance programs to address client needs. Responsible for assessing client needs, designing solutions and negotiating policy terms and conditions so as to obtain coverage that is in a client's best interests. Support broker team in the solicitation and servicing of clients and the broking of their insurance programs. Work closely with broker team to understand and deliver on client's needs. Identify and analyze client exposures with routine assistance of junior team members to develop effective client risk treatment and placement strategies. Obtain the most appropriate program coverage based upon client objectives by developing and executing, in conjunction with the client, an agreed upon structure and strategy. Serve as a source for information concerning market trends, pricing practices and other underwriting policies. The qualified candidate must have a minimum of 3 - 5 years of successful property and casualty placement and account management and can come from the brokerage or production underwriting side. E&S and/or wholesale experience a plus. Proven knowledge of insurance commercial coverages, as well as a strong underwriting of the national marketplace, strong leadership and mentoring skills. Proven technical and PC skills, with good negotiating background, problem solving and a strong sense of urgency. This position is designed for a broker or production Underwriter seeking both long term professional and financial growth opportunities, with a strong sense and interest in sales and business development. Compensation based on experience level, \$75K - \$110K base including bonus structure and full benefits package. College degree required. P&C License required.

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

(58) Territory Business Development Executive / Producer (\$75K - \$100K)**VA**

Posted by Hollinger Jobs as of 12/10/15. A well-established and growing P&C MGA firm is seeking a Territory Business Development Executive / Producer with an established history of P&C sales and production to develop the VA/NC/SC/WV territory, with a focus on Trucking/Commercial Auto business. This is a profitable, well-run MGA operation and this is an excellent opportunity for someone with strong sales and

business development experience. The qualified candidate must have a proven history in revenue generation, new business development, sales and marketing, and a track record of developing and maintaining relationships, as well as a strong understanding of E&S trucking business. Candidate must have strong interpersonal skills, a high degree of technical competencies, be “well connected” in the respective community and business niches, and have a strong “pipeline” and business plan. This chosen candidate will be required to travel about 75% of the time throughout the territory (VA, NC, SC, WV). Compensation will be dependent upon experience and will consist of a base salary ranging from \$75K - \$100K, and will also include a 401K and individual performance based bonus incentives.

Please submit resumes in confidence to Catarina Oliveira Caulfield, Sr. Insurance 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.

(59) Brokerage AE – CL P&C (\$75K - \$95K +)

NYC Downtown

Posted by Hollinger Jobs as of 12/10/15. 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 (ofc) 732.247.5656 or (dd) 732.319.0670. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com, or Catarina Caulfield, Sr. Recruiting Specialist at ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(60) Brokerage - Group Benefits Account Executive (To \$75K)

Southern CA

Posted by Hollinger Jobs as of 12/10/15. Established retail brokerage firm with national platform is seeking a Group Benefits Account Executive for their Southern California branch location, responsible for managing client relationships in the Benefits department, which includes account servicing, coverage negotiation, producing

successful renewals, implementing new lines of coverage and identifying new business opportunities. This is a full service account executive role with responsibilities and experience handling small groups and groups from 50 - 500 lives. 4 - 7 years of direct account management for small and mid-size groups including marketing and negotiation of insurance coverages. Strong knowledge of agency management systems with a good mix of client contact and sales experience preferred. Bachelor's degree preferred. Retail brokerage background including valid CA State Life, Accident and Health Brokers License required. Continued interest in professional development preferred. Base salary to \$75K base depending upon experience level, including full benefits package.

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

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

Westchester / Rockland County / Lower CT

Posted by Hollinger Jobs as of 12/10/15. An established and growing P&C insurance brokerage operation is seeking an Assistant Controller to join their Accounting team. The chosen candidate will be charged with supporting the Controller in managing all accounting functions, leading month-end and year-end financial statement preparation, and supporting internal control audits. Candidate must have 3 or more years of accounting/controller experience within an insurance brokerage environment. College degree expected, industry designations preferred. Compensation will be dependent upon experience, up to \$75K plus benefits.

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

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

Westchester County

Posted by Hollinger Jobs as of 12/10/15. The Account Executive will be responsible for maintaining assigned client relationships. Duties include, but not limited to: Providing high level client service addressing all service issues; providing research; problem solving and resolution support. Determining appropriate action; ensuring that their commitments to their clients are met by being proactive. Monitoring and following up on assigned tasks. Maintain client files; provide feedback/solutions to the manager to minimize risk and improve processes. Excellent excel skills; comfortable with numbers;

detail-oriented; excellent time management skills; excellent follow up; bachelor's degree; 4 years of experience and knowledge of retirement profit sharing and pension plans; successful completion of 401K producers services training a plus; excellent written and verbal communication skills. Series 6 & 63, a plus. Salary commensurate with experience, budgeted up to \$75K with some flexibility.

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

(63) Energy Underwriter (\$70K - \$100K)

New Jersey

Posted by Hollinger Jobs as of 12/10/15. The client, a well-established and growing specialty insurance carrier is seeking an Energy Underwriter to join their team. The chosen candidate will be charged with the management, growth, profitability, and retention of an Energy book of business, while maintaining the necessary underwriting authority. The ideal candidate must have 5 or more years of experience growing an Energy book of risk business. Candidate should have a 4-year college degree and CPCU, CRIS or other designations preferred. Compensation will be dependent upon experience.

Please submit resume in confidence to Catarina Oliveira Caulfield, Sr. Insurance Recruiter at ccaulfield@hollingerjobs.com or Jim Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or John R. Huttner, President at jrhuttner@hollingerjobs.com. Hollinger is a member of: the (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).

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

NYC

Posted by Hollinger Jobs as of 12/10/15. This is a fabulous opportunity with a regional broker due to growth within the organization. Join a growing, regional firm with several offices in the U.S. and a strong history of business development. They seek an experienced AE with solid background in fine arts and related fields (auction houses, galleries, museums, jeweler's block, private collections, etc.). This confidential search requires an experienced P&C broker with a history of leadership and mentoring within their organization, and specific experience in fine arts. Position requires flexibility in balancing client interface, technical expertise, troubleshooting, client enrollment and retention. Some travel is expected. Ideally, candidates must have 7 - 10 or more years of experience in brokerage and/or underwriting, including familiarity with Lloyds. This is a collegial, highly professional, fast-paced environment where everyone pitches in on accounts. College degree and licenses are expected. Advanced degree, CPCU, CIC, etc. are preferred. Compensation will be dependent upon experience, \$70K - \$95K +.

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

(65) Personal Lines AE (Up to \$70K)

Westchester / Rockland County / Lower CT

Posted by Hollinger Jobs as of 12/10/15. Established and profitable retail brokerage is seeking a Personal Lines Account Executive to service and market new and renewal business. VIP account background desirable. Requirements: 3 - 5 years direct servicing of personal lines accounts. P&C License required. College degree strongly preferred. Compensation will be dependent upon experience, up to \$70K plus full benefits package.

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

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

Philadelphia PA Region

Posted by Hollinger Jobs as of 12/10/15. An established and thriving brokerage firm is seeking a broker AE with real estate experience. The ideal candidates must have 5 or more years of demonstrated customer service related experience, preferably in real estate accounts. This role is part of a team managing a portfolio of insurance for commercial real estate business which include both individual retail and program-driven accounts. Core duties involve servicing, marketing and placement of accounts. This is an excellent working environment with a collegial team. Broker's license is expected, BA is preferred, MBA, and CPCU, etc. are a plus. Compensation is up \$65K - \$80K+, DOE.

Please submit 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. Additionally you may reach out to Catarina Oliveira Caulfield, Sr. Insurance Recruiter at ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the

Professional Liability Underwriting Society, the Society of Human Resource Management, and the Worldwide Employee Benefits Association.

(67) Underwriting Assistant - Excess Property (\$65K - \$75K)

New York City

Posted by Hollinger Jobs as of 12/10/15. "A+" property and casualty insurance carrier, due to current and projected growth, is seeking a qualified Underwriting Assistant for the Excess Property division. The qualified candidate will be responsible for providing support and assistance to an underwriting staff including collecting data, organizing files and reports, performing administrative and customer service duties regarding new and renewal property accounts that will assist in ensuring the underwriting process is being handled efficiently and accurately. In addition, the qualified candidate must be proficient with Excel and have business experience in conducting internet searches. Strong background providing timely and professional customer service, internally and externally. College degree is preferred but not required. Minimum of 3 years prior customer service experience and general knowledge of insurance company operations including knowledge of commercial property coverages. \$65K - \$75K including bonus and full benefits package.

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

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

NYC

Posted by Hollinger Jobs as of 12/10/15. 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 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.

**(69) Retirement Service Account Executive (\$60K - \$75K)
Westchester County, NY**

Posted by Hollinger Jobs as of 12/10/15. The Account Executive will be responsible for maintaining assigned client relationships. Duties include, but not limited to: Providing high level client service addressing all service issues; providing research; problem solving and resolution support. Determining appropriate action; ensuring that their commitments to their clients are met by being proactive. Monitoring and following up on assigned tasks. Maintain client files; provide feedback/solutions to the manager to minimize risk and improve processes. Excellent excel skills; comfortable with numbers; detail-oriented; excellent time management skills; excellent follow up; bachelor's degree; 4 years of experience and knowledge of retirement profit sharing and pension plans; successful completion of 401K producers services training a plus; excellent written and verbal communication skills. Series 6 & 63, a plus. Salary commensurate with experience, budgeted up to \$75K with some flexibility.

Please submit resumes in confidence to Catarina Oliveira Caulfield, Sr. Insurance 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.

**(70) Media Claims Examiner (\$50K - \$80K)
Northern NJ**

Posted by Hollinger Jobs as of 12/10/15. A well-established and growing specialty insurance carrier is seeking a Media Claims Examiner to join their Northern NJ office. The ideal candidate must have a proven background in handling media and entertainment related claims including: film production companies, recording artists, actors and athletes, as well as restaurant, bar and tavern, nightlife and golf programs. Experience handling bodily injury claims is required. Applicants should have experience with the interpretation and litigation of claims, preparing coverage letters, investigating claims, attending mediation hearings/settlements/trials, making claim payments, etc. All candidates must be licensed, and should have a four-year college degree. Compensation will be dependent upon experience.

Please submit resumes in confidence to Catarina Oliveira Caulfield, Sr. Insurance 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.

(71) Transportation / Commercial Auto Claims Examiner (\$50K - \$80K)

Northern NJ

Posted by Hollinger Jobs as of 12/10/15. A well-established and growing specialty insurance carrier is seeking a Transportation Claims Examiner to join their Northern NJ office. The ideal candidate must have a proven background in handling commercial auto claims, including trucking, and must have a strong understanding of bodily injury claims. Applicants should have experience with the interpretation and litigation of claims, preparing coverage letters, investigating claims, attending mediation hearings/settlements/trials, making claim payments, etc. All candidates must be licensed, and should have a four-year college degree. Compensation will be dependent upon experience.

Please submit resumes and referrals in confidence to Catarina Oliveira Caulfield, Sr. Insurance 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.

(72) Sr. Personal Lines Account Executive (\$50K - \$75K)**Manhattan**

Posted by Hollinger Jobs as of 12/10/15. The client, an established and profitable retail brokerage, is seeking a Sr. Personal Lines Account Executive to service and market new and renewal business. VIP account background desirable. The chosen candidate must have at least 7 years of experience servicing a book of consequential Personal Lines business (including VIP, fine arts, jewelers, etc.). College degree and P&C License required. Sagitta or AMS experience preferred. Compensation will be dependent upon experience, \$50K - \$75K plus full benefits package.

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

(73) Commercial Lines CSR / Account Manager (\$50K - \$60K)**Manhattan**

Posted by Hollinger Jobs as of 12/10/15. A well-established large brokerage firm is seeking a Commercial Lines CSR / Account Manager for their NYC office. The qualified candidate must have 5 or more years of experience in a retail brokerage environment and a proven background servicing commercial accounts, with a good

understanding of property accounts. This is an excellent growth opportunity for someone looking to make the next step in their insurance career. College degree and P&C License required, industry designations a plus. Compensation will be dependent upon experience, \$50K - \$60K plus benefits.

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

**(74) Premium Accounting / Collections Representative (\$50K - \$60K)
NYC**

Posted by Hollinger Jobs as of 12/10/15. "A+" property and casualty insurance company is seeking an addition to their Accounting team, qualified Premium Accounting / Collections Representative responsible for the daily and monthly premium accounting and collections activities. This position requires 5 years of direct premium accounting with an insurance company (retail agency background will also be considered), including direct interaction with agents, brokers and insureds related to all premium accounting matters. College degree preferred. Strong computer and technical skill sets, along with excellent organizational and interpersonal skill sets. \$50K - \$60K depending upon experience level including full benefits package.

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

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

Posted by Hollinger Jobs as of 12/10/15. Large and financially successful retail brokerage firm is seeking an Assistant Commercial Account Executive responsible for servicing multi-line commercial accounts, marketing, underwriting, servicing, renewal negotiation, risk analysis, consulting, problem resolution, reviewing and rating. Qualifications include 1 - 5 years of commercial multi-line account management with a retail brokerage firm. P&C License required. College degree required. Experience with Sagitta or AMS 360 preferred. Strong customer service and computer skills required. \$40K - \$50K base including full benefits package/incentives.

Please submit resume in confidence to Catarina Caulfield, Sr. Recruiting Specialist at ccaufield@hollingerjobs.com or call Cat directly at 732.247.5656.

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

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

Posted by Hollinger Jobs as of 12/10/15. An established broker with offices in the Philadelphia area seeks a Customer Service Representative / Assistant Account Manager for day-to-day servicing of mid-sized commercial lines business including new and renewal business. Ideal candidates should have a broad range of commercial accounts experience (both sizes and industries), in addition to excellent customer service skill sets, and strong communication, organizational and analytical skills. This is a small, friendly team, and everyone works together for maximum results. College degree and licenses are expected. College degree and/or insurance licenses and designations required. Compensation will be a base of \$40K - \$50K DOE, plus benefits.

Please submit 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.

**(77) Underwriting Assistant (\$40K - \$50K)
Hartford, CT**

Posted by Hollinger Jobs as of 12/10/15. "A+" property and casualty carrier is seeking a Commercial Lines Underwriting Assistant to join their office in the Hartford, CT area. The chosen candidate will support Underwriters with all facets of underwriting and binding accounts, interact with external brokers, as well as internal departments with respect to underwriting profitable business. Professional growth opportunity. 4-year college degree required (concentrations in Mathematics, Statistics, Finance, Economics, or Risk Management preferred). Insurance carrier underwriting rating, assistant or operations background required. Compensation will be dependent upon experience, \$40K - \$50K plus full benefits package.

Please submit all resumes, referrals, and questions in confidence to Catarina Oliveira Caulfield, Sr. Insurance Recruiter at ccaulfield@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.

DIRECT JOB POSTINGS

(78) Advisen Client Relationship Manager New York, NY

As of December 10, 2015

Description: The ideal candidate must have experience in maintaining, managing and identifying upsell opportunities in a portfolio with high dollar value accounts. This role reports directly to the Director of Client Management. Responsibilities: Provide white glove client service to their carrier, broker and data feed clients by establishing, developing and maintaining business relationships with current and prospective clients. Communicate value of Advisen services and products via training sessions. Must be comfortable presenting in person and via webinar to existing and prospective customers. Support new sales opportunities by identifying upsell opportunities in the existing book of business and partnering with the sales team on new engagements. Assist in researching prospects and learning about existing client base by gathering information that leads to future business. Maintain existing revenue base from key account portfolio, and establish incremental growth expectations internally. Identify and execute the best tactics to increase client usage, and value received. Develop and maintain understanding and insights into key account stakeholders and client business requirements. Salary: Competitive based on prior experience. Please note that Advisen uses E-verify to confirm legal I-9 work status in the U.S.

Requirements: Background in the insurance or finance industry is a plus. Advanced skills in Excel, PowerPoint and Word (MUST). Proficient in Salesforce. Ability to learn quickly and work autonomously, as well as collaboratively. Excellent verbal and communication skills. High attention to detail. Ability to multitask. Strong project management and organizational skills. Strong client relationship management skills. Prior experience as a Client Manager, managing a portfolio of clients. Prior experience identifying and executing on cross-sell opportunities. Prior experience working with clients in a consultative manner. Familiarity with analytics/market research.

Advisen is a leading data, analytics and media company that serves the Property & Casualty insurance industry. Their clients are insurance companies, insurance brokerages, and large risk management departments. Advisen generates, integrates, analyses and communicates unbiased, real-time insights for the global community of commercial insurance professionals. As a single source solution, Advisen helps the industry to more productively drive critical business decisions about pricing, loss experience, underwriting, marketing, transacting or purchasing commercial insurance. Advisen is headquartered in New York City, with offices in the U.S. and the U.K. To apply send resume to Savita Barrowes at sbarrowes@advisen.com

(79) Advisen
Data Analyst
New York, NY

As of December 10, 2015

Description: Advisen seeks a Data Analyst that will: Have 4 to 6 years of data analysis, requirements gathering, business analysis, business intelligence, data warehousing experience or equivalent. Collaborates with cross functional application development project teams in order to define information flow and content needs. Critically evaluates information gathered from multiple sources, works with business owners to reconcile conflicts and classifies the information into logical categories. Understands the flow of data, and how it affects technical interfaces, applications, business processes and work with the appropriate technical and development teams to adhere to business requirements. Creates documents for each step of the project lifecycle, such as functional specifications, release and white papers, data dictionaries and other documents individualized and specific for each project; demonstrates it with the writing sample(s). Comfortable working with multiple stakeholders to conduct UAT, training sessions with diverse teams and participate in system testing activities. Understands data profiling, extensive and in-depth data analysis and metadata. Demonstrates interpersonal skills necessary to work effectively with all levels of the organization and geographically distributed teams. The Data Analyst will play a key role in growing the world's leading database of public and private company data, insurance policy and loss data. He or she will work to support current and future product offerings by working with internal business resources and external data on the design and implementation of advanced warehouse and data mart structures, as well as on the development of the extraction, transformation and load procedures required to support such structures.

Requirements: Bachelor's degree in Computer Science, Computer Engineering or Information Technology is preferred. Ability to communicate effectively verbally and in

writing. Working knowledge and experience in writing moderately complex SQL queries. Experience with Oracle and PL/SQL is preferred. Proficient in Microsoft Office (Excel, Word, PowerPoint). Critical thinker and problem-solver, capable of strict attention to detail. Superior organization, documentation, and communication (written and verbal) skills. Outstanding interpersonal and problem-solving skills. Motivated self-starter, able to work independently or as part of a team. Optional skills: Understands the use of master and reference data including sources and contributors and common industry applications of this scenario. Data modeling concepts (conceptual/logical/physical/semantic, star/snowflake, normalized/de-normalized).

Advisen generates, integrates, analyses and communicates unbiased, real-time insights for the global community of commercial insurance professionals. As a single source solution, Advisen helps the insurance industry to more productively drive mission-critical decisions about pricing, loss experience, underwriting, marketing, transacting or purchasing commercial insurance. Advisen's data, analytics and news services are game-changers for more than 150,000 professionals. Visit www.advisenltd.com. To apply, send resumes to Alla Shvarts at ashvarts@advisen.com

**(80) Advisen
Insurance Data Scientist
New York, NY**

As of December 10, 2015

Description: Position Summary: Reporting to the Manager, Data Science and Analytics in New York City, the Insurance Data Scientist will join a team dedicated to transforming insurance. The Data Scientist will have access to the world's leading database of loss, insurance transaction and buyer information to create proprietary models and data products. The Data Scientist will support Advisen's role as a thought leader by working closely with product management, sales and marketing teams to create use cases and write white papers describing the application of these products. Significant responsibilities include: Construct different models and matrices for assessing risk and market trend. Work with clients to design and document use cases applying data for underwriting, strategic planning and actuarial modeling purposes. Create compelling presentations and present passionately to small or large audiences. Engage with teams including product management, data science and data analysis staff to define business requirements for new products and manage their implementation. Join with product management, sales and marketing experts to document the application of large and complex data sets in straight-forward and actionable terms. Write and implement queries to perform data mining and exploratory analyses in support of ad hoc client requests. Integrate several

technologies and data sets in innovative ways and automate the production of the analytical products or reports.

Requirements: Necessary Knowledge, Skills and Abilities: Excellent verbal and written communication and interpersonal skills; Comfortable with interacting with clients and prospect executives. Ability to make complex information accessible through clear and succinct communication. Ability to represent complex information graphically and thereby easier to understand and consume. Strong quantitative analysis abilities and problem-solving skills. Working knowledge of data analysis, database technologies and business intelligence. Ability to construct analytics using data-driven analytical tools such as Microsoft Access, Excel or R. Willing to learn financial, insurance and risk management concepts. Notable skills in collaborating within teams and with other teams. Bachelor's or Master's degree with concentration in the area of Statistics, Operations Research, Mathematics, Engineering or Actuarial Science. Experience working with data sets and/or in a data intensive environment is encouraged. Education and Experience: Bachelors or Master's degree with concentration in the area of Statistics, Operations Research, Mathematics, Engineering or Actuarial Science. Experience working with data sets and/or in a data intensive environment is encouraged.

Advisen Ltd. is leading the way to smarter and more efficient risk and insurance communities. Through its information, analytics, ACORD messaging gateway, news, research, and events, Advisen reaches more than 150,000 commercial insurance and risk professionals at 8,000 organizations worldwide. The company was founded in 2000 and is headquartered in New York City, with offices in the U.S. and the U.K. Advisen is now looking to hire a highly motivated individual with one to five years of experience in analyzing and modelling finance/insurance-related data. To apply, submit resumes to Fiona Wei Zhang at wzhang@advisen.com

**(81) Advisen
Tax Accountant
New York, NY**

As of December 10, 2015

Description: Principal Accountabilities: Compliance preparation of federal and state income and franchise tax returns for all affiliated companies, including familiarity with book to tax reconciliation. Assist with VAT and other indirect tax returns as needed. Prepare 1099 forms for vendors and file with the IRS. Assist with preparation of quarterly and annual tax provision and other tax accounting and reporting requirements under ASC 740 (i.e. FAS 109 and FIN 48). Assist in coordinating U.S. tax law and international

tax law by staying current with technical law changes. Must have ability to identify tax issues and perform tax research from simple to complex tax situations, on both domestic and international tax matters, with assistance and supervision. Working Conditions: Primarily in an office environment.

Requirements: Bachelor's degree in Finance or Accounting from an accredited college. 4 - 6 years of experience in federal and international tax consulting or compliance. Background with U.K. tax would be a strong plus, as well as, national or regional CPA firm background would be a plus. Understanding and experience in tax provision calculations. Excellent communication and interpersonal skills. Strong attention to detail, deadlines and accuracy. Ability to effectively organize, prioritize and manage multiple assignments under tight deadlines. Strong computer skills, including Excel.

Advisen generates, integrates, analyses and communicates unbiased, real-time insights for the global community of commercial insurance professionals. As a single source solution, Advisen helps the insurance industry to more productively drive mission-critical decisions about pricing, loss experience, underwriting, marketing, transacting or purchasing commercial insurance. Advisen's data, analytics and news services are game-changers for more than 150,000 professionals. Visit www.advisenltd.com. To apply, send resumes to Sarah Gregor at sgregor@advisen.com

**(82) BWD Group
Account Analyst
Plainview, NY**

As of November 27, 2015

Description: BWD's Management Liability Division seeks a seasoned Account Analyst to service their esteemed clients in the management and professional liability coverages arena. In this role, the person will be assigned a dedicated client list of varying account sizes, not to exceed \$500,000. The total revenue of the book averaging \$600,000; not to exceed \$1,000,000. They 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. They are committed to providing their clients with the highest level of individualized service. Their professional staff is comprised of insurance experts,

including those with legal and business backgrounds. Their ongoing recruitment and staff development programs ensure that their employees have the education, training and experience necessary to provide their clients with superior service. They are dedicated to developing the most appropriate and cost-effective programs to help their valued clients meet their coverage needs and financial goals. They pride themselves not only on their impeccable service to their clients, but for their employee-oriented approach in providing a warm, comfortable environment, ongoing developmental training, excellent communication and a pleasant atmosphere. EOE.

Requirements: 5 years of experience with management liability related products; require coverage knowledge includes D&O, E&O, EPL and professional liability; P&C Broker's license required, financial analysis skills required; must have proficiency in basics of Word and Excel. AMS/Sagitta experience and document management experience are both a plus; college degree strongly preferred.

To apply or learn more, visit www.bwdgroup.com. Applicants can reach BWD's Human Resources Department at 516.327.2700 or send resume with salary requirement to careers@bwd.us

(83) BWD Group

Senior Analyst Plainview, NY

As of November 27, 2015

Description: Seasoned Senior Analyst sought by BWD's Management Liability Division to service their esteemed clients in the management and professional liability coverages arena. In this role, the person will be assigned a dedicated client list of varying account sizes. Prepares applications (as required), submission specifications and marketing strategy for new business and renewals. Responsible for total management of assigned account portfolio with limited supervision. Total GWP account portfolio size will vary but not to exceed \$8,000,000 and the total Income not to exceed \$1,000,000. They 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. They are committed to providing their clients with the highest level of individualized service. Their professional staff is comprised of insurance experts, including those with legal and business backgrounds. Their ongoing recruitment and

staff development programs ensure that their employees have the education, training and experience necessary to provide their clients with superior service. They are dedicated to developing the most appropriate and cost-effective programs to help their valued clients meet their coverage needs and financial goals. They pride themselves not only on their impeccable service to their clients, but for their employee-oriented approach in providing a warm, comfortable environment, ongoing developmental training, excellent communication and a pleasant atmosphere. EOE.

Requirements: 7 years of experience with management liability related products; require coverage knowledge includes D&O, E&O, EPL and professional liability; P&C Broker's license required, financial analysis skills required; must have proficiency in basics of Word and Excel. AMS/Sagitta experience and document management experience are both a plus; college degree strongly preferred.

To apply or learn more, visit www.bwdgroup.com. Applicants can reach BWD's Human Resources Department at 516.327.2700 or send resume with salary requirement to careers@bwd.us

(84) BWD Group
Team Leader, Commercial Insurance
Plainview, NY
As of November 27, 2015

Description: They seek a seasoned professional to join their Commercial Lines Department in their Plainview, NY office to prepare applications, specifications and marketing strategy for renewals of assigned clients with little or no supervision from Senior Vice President on difficult lines. Still requires Senior Vice President's final approval. This position requires expertise in multi-line, multi-corp accounts with more complex coverages than assigned to the Sr. Account Executive including retrospective rating plans for large lines of coverage, and foreign packages. This position may also focus on deductible programs, self-insured retention programs. Minimum revenue of \$2,000,000. Also oversees work delegated to direct reports. They 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. They are committed to providing their clients with the highest level of individualized service. Their professional staff is comprised of insurance experts, including those with legal and business

backgrounds. Their ongoing recruitment and staff development programs ensure that their employees have the education, training and experience necessary to provide their clients with superior service. They are dedicated to developing the most appropriate and cost-effective programs to help their valued clients meet their coverage needs and financial goals. They pride themselves not only on their impeccable service to their clients, but for their employee-oriented approach in providing a warm, comfortable environment, ongoing developmental training, excellent communication and a pleasant atmosphere. EOE.

Requirements: Minimum of 10 years of experience required in a comparable role, handling various types of coverage including ancillary coverage, dividend plans, retro, full spectrum of cash flow plans; D&O, E&O, etc. P&C Broker license required. Must have basic Word and Excel proficiency. Sagitta and/or EPIC and document management experience a plus; College degree preferred.

To apply or learn more, visit www.bwdgroup.com. Applicants can reach BWD's Human Resources Department at 516.327.2700 or send resume with salary requirement to careers@bwd.us