



Job Postings

July 29, 2016



WHO'S HIRING?

95 P&C Open Jobs are posted here from Arthur J. Gallagher & Company; as well as Hollinger Jobs and International Insurance Consultants. Job Postings from Risk Management departments and Insurance Buyers are posted here at no charge.

RECRUITERS' JOBS APPEAR FIRST BELOW FOLLOWED BY DIRECT POSTERS BEGINNING WITH JOB #95

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?

- Arthur J. Gallagher & Company

WHICH RECRUITERS ARE POSTING JOBS?

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

95 JOB POSTINGS FOR END-JULY 2016

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) Bail Bonds Executive

Insurance group is looking for a Bail Bonds Underwriting Executive to start the business in the U.S. This is a highly successful, well capitalized firm on a mission to expand in North America. This is a start-up opportunity with an attractive profit sharing component. They are willing to pay what it takes.

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

(2) Bank Assurance Distribution Executive (\$ Open)

Miami, FL

Multi-national insurance group is hiring a profit center executive to build their bank distribution operation. This person will be responsible for developing the strategy, building the team, negotiating the agreements with the institutions and championing the design of products for consumers. This is an all lines product environment with P&C as well as life plus A&H. The ideal candidate will have a following in the financial institutions community as well as hands-on experience with the appropriate criteria need from a systems standpoint.

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

(3) Brokerage President (Significant \$)

NYC Area

Posted by Hollinger Jobs as of 7/21/16. Retirement has created a 'Head of office' need for our client, a well-established Long Island broker with both domestic and international business. Looking for a Senior Executive to step in and assume the duties of this CEO/COO role. Qualified candidates must have 15 or more years of requisite experience, possess strong leadership skills and the willingness and ability to drive the company forward. Responsibilities include business development and production, managing the overall firm, and creating growth, both organically and through acquisitions. Specific responsibilities consist of maintaining best industry practices and full compliance with all applicable regulations, establishing and maintaining ongoing business plans, and providing regular and timely reports to the board of directors. Additional duties will be to establish and provide producers with annual production goals, establish and execute cross-sell strategies, direct ongoing recruiting efforts for producers and professional level employees, along with providing coaching and mentoring to all of the staff. This is a friendly, team-work driven atmosphere with many career employees who have been with the firm for ten or more years, and there is little turnover. Compensation for the position is significant, dependent on experience, and will reflect what the hired individual brings to the table. The firm will buy books of business and accommodate any necessary business transitions.

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

(4) 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

(5) Commercial Account Executive – Entertainment

New York City

Posted by Hollinger Jobs as of 7/21/16. A large retail brokerage firm is looking for a Commercial Account Executive to service and act as client adviser for an existing book of Commercial Lines Entertainment business. The qualified candidate must have a proven background in servicing multi line commercial accounts, including entertainment business. The ideal candidate must have 5-10 years of experience in a retail brokerage environment, and must have serviced, marketed, and rounded out accounts. Candidates should have experience with Sagitta and/or AMS 360 systems. A 4-year college degree is expected, industry designations a plus. Compensation will be dependent upon experience, \$60K - \$75K plus full benefits package.

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

(6) Excess Casualty Underwriter New York City

Posted by Hollinger Jobs as of 7/21/16. "A+" property and casualty insurance carrier in strong financial standing is looking for a Senior Level Excess Casualty Underwriter. The ideal candidate must have 5-15 years of direct excess and surplus lines commercial underwriting (GL, Auto, Umbrella) as well as a proven track record developing and establishing wholesale brokerage relationships. Responsible for underwriting a profitable book of excess business. College degree preferred. Insurance Designations a plus and highly preferred. Exact job title dependent 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, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com, or Catarina Caulfield, Recruiting Specialist at ccaulfield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

Posted by Hollinger Jobs as of 7/21/16. Established retail brokerage servicing property and casualty and group benefits business is looking for a Group Benefits Producer for their Northern New Jersey/Bergen County location. The retail brokerage has both a 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.

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

(8) Latin America Affinity (\$ Open)

Miami, FL

Global reinsurance group is seeking to employ a program insurance executive to build their affinity division. This is a company with "A" rated paper and significant holdings worldwide. This is a growth opportunity to build a business through contacts developed over the years with LATAM producers, underwriting networks, trade unions and associations, broker networks and program administrators. This position will be based in the Miami office and will travel the LATAM region building the business.

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

(9) Lawyers Broker / Underwriter

A growing lawyers company with a solid reputation for profitability and strong market presence is looking to hire a LPL to build a book of business in Minnesota. This person will network with small to mid-sized firms and call on the decision makers for their E&O coverage. The candidate will attend association and industry meetings and work to develop relationships with the decision makers. This can be a remote position with a tremendous upside to double your income in a couple years.

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

(10) Sales / Business Development Manager

Westchester County, NY

Posted by Hollinger Jobs as of 7/21/16. Expanding property and casualty insurance retail brokerage with multiple locations is looking for a Sales/Business Development Manager to assume responsibility for the overall management of both a production staff and sales operations in their Westchester County office. The position requires experience in hiring and growing new producers and managing a sales staff. This is a leadership role which provides goals and appropriate strategies, assists in general business development, oversees sales staff and production, as well as, provides training and mentoring to the staff. Duties include working with producers and staff on

existing accounts, planning and conducting seminars and industry related presentations, coordinating marketing plans, and assisting other departments in the development of services for account support. The ideal candidate must have 5-15 years of experience in commercial Property and Casualty brokerage including sales/production and have a strong track record of contributing to business growth along with the achievement of personal new business goals. Candidates should have a P&C broker's license, college degree, and industry designations. Compensation will be dependent upon experience, and will include a base in addition to bonuses and other incentives.

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

**(11) Senior Public Transportation Underwriter – Charter Buses
Los Angeles County, CA**

Posted by Hollinger Jobs as of 7/21/16. A well-established and growing specialty insurance carrier is looking for a Senior Public Transportation Underwriter to join their Los Angeles County, CA office. The ideal candidate must have 10 or more years of experience underwriting public transportation risks with a focus on Charter Buses. The chosen candidate will manage the assigned public transportation programs and will be responsible for building relationships, and should have a strong history of ISO based coverages. College degree and industry designations are expected. 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: (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).

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

Posted by Hollinger Jobs as of 7/21/16. Established wholesale broker and MGA with multiple locations and territories is looking for a Wholesale Broker / MGA Underwriter to write new business throughout the New England Region. The qualified candidate must have excess and surplus lines experience as a Broker or MGA Underwriter with retail agency relationships in the New England Region. This can be a work from home arrangement. Base salary (depending upon experience), bonus and full benefits package. College degree preferred. P&C License required.

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

(13) Insurance / Reinsurance Global Operation – Municipality Bond, Rental Guarantee (\$300K +)

This is an "A" rated privately held, 2-billion dollar organization that is truly global in its business. This organization has offices around the globe to service its insurance and reinsurance customers. Their U.S. office is located in Miami but they are open to additional locations in the U.S. depending on the business opportunity. The candidate must be a leader, or a significant member of the team that has control or significant impact through knowledge of the product, customers or niche that is a differentiator. The candidate will be looked at to develop the strategy to project the business and then execute in that strategy. Participate directly and significantly in your success. Come as an executive or bring the team. Open to other segments as well.

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

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

New York

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

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

(15) Personal Lines Affluent Market (\$250K - \$300K + Participation)

Miami, FL

This is a global organization that has developed a successful High Net Worth product that is currently being used in Europe and other markets for their customers. This firm is innovative, agile and resourceful. Experience should be in HNW (High Net Worth) or affluent personal lines business. The ideal candidate can be an underwriter, a broker, consultant and maybe even a claims executive. This organization is looking for a business leader. The candidate will help to design, develop and execute the U.S. penetration in this business. They are a privately held firm and don't need a big part of the market. If you can help them bring their European success to the states, you will enjoy the fruits of that success.

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

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

NYC

Posted by Hollinger Jobs as of 7/21/16. A national broker with an established Ocean Marine practice and offices in the NY area, is looking for a leader to manage their

Ocean Cargo team and drive Cargo business and Client services. We are looking for an experienced individual with brokerage or carrier management background and solid knowledge of the full spectrum of ocean marine business, specifically complex cargo accounts. Responsibilities include supervision of staff, interaction with producers, and client interface for new business prospects and renewals. This is a collegial, professional culture working with an excellent team. BA or MBA is expected and insurance designations are a plus. Overall compensation is open and will reflect both experience and skill sets; target base is \$200K - \$250K plus appropriate incentives and full benefits package.

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

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

Top 40 P&C company with strong financial ratings and large surplus position is seeking casualty executive to lead a division in their NY region. This operation targets companies \$100 million in revenue and less. These firms typically buy excess casualty coverage \$25 million or less. This spot will have responsibility for the East Coast team but not New England. Solid experience with brokers and an appetite to develop business is required.

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

**(18) Aviation Business Development Leader (To \$200K plus Participation)
Miami, FL**

This global insurance group with offices in Europe, Middle East, Latin America, Africa, U.S. and Canada is looking for an aviation business development professional to expand their aviation insurance capabilities into the U.S. They currently do this business in other parts of the world through London. This is a market facing position that will be the point person for aviation. Skills in market strategy, producer management, sales and marketing are desired. Prior background can be underwriting, broker or consultant with the key being a solid understanding of the general aviation market from a technical perspective and knowledge of the distribution network.

If you are a go getter, interested in an exciting opportunity to develop business and relationships please call Rick Mockel at 954.421.0122 or email rick at rick@iicuri.com. www.insurancerecruitersusa.com

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

Posted by Hollinger Jobs as of 7/21/16. This is a fantastic opportunity to join a growing, regional firm with several offices in the U.S. and a strong business history. The role of Branch Manager includes production and business development, and hands-on account servicing in addition to managing a team and to helping build out the office. The candidate must have 10-15 or more years of P&C experience and a solid background in new business development and marketing with a proven track record of soliciting new accounts, placing business and generating revenue, as well as, possess strong leadership skills with the ability to lead the team forward with a focused vision. This is a collegial, highly professional, fast paced environment where everyone pitches in on accounts. College degree and licenses are expected. Advanced degree, CPCU, CIC, etc. are preferred. Compensation is up to \$200K +, DOE.

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

(20) Cyber Product Manager (\$200K)
Philadelphia / NYC / Southern New England Region

Posted by Hollinger Jobs as of 7/21/16. Established insurance company with both a domestic and global platform is looking for a Cyber Product Manager. The Manager/Leader will be responsible for establishing underwriting and pricing standards that will meet company targets for profitability and margin for Cyber Liability Product. Set coverage and strategy terms for the Cyber Product. Function as the Cyber Product Resident Reference. Develop, understand, and communicate segment strategies and training to the field. Create marketing plans for the Account Executive Team. Partner with the field underwriters in client presentation meetings. Guide and shape underwriting quality assurance, price, rate and exposure monitoring, price adequacy and risk selection. Research, analyze, and implement progressive sound underwriting best practices to ensure company is competitive in the marketplace. Provide guidance on solutions to issues. Recommend risk tolerance with respect to maximum size and capacity. Industry monitoring and research. Qualifications: 10 or more years of Primary Professional Liability underwriting experience. 5 or more years of Cyber Liability underwriting experience preferably in a management or leadership role. Previously demonstrated leadership experience with senior level marketing and technical skills. A self-starter with the drive and skill set to identify and take advantage

of business opportunities. Experience working with a Senior Leadership Team and executive level clients. Strong business, analytical and technical capabilities. Other Professional Liability and General Liability experience a plus. Highly developed written and verbal communication skills. Bachelor's degree strongly preferred. Preferred Designations: CIPP, RPLU, CPCU and Juris Doctorate. 20 percent to 30 percent Travel Required. Compensation at \$200K base DOE including bonus plan and full benefits package. Position open nationwide, with a preference in the Philadelphia, NYC/Southern New England Region but open nationwide for the right candidate.

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

(21) Surety Underwriting Executive (\$200K + Bonus)
Miami

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

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

(22) Director Analytics (\$175K - \$250K + Bonus & Stock)
East Coast

Major P&C group is looking for an executive to head and grow the predictive modeling and analytics department. This firm has an "A+" Best Rating and is heavily capitalized. This department will work closely with the pricing operation and will be involved in the competitor analysis and market trends. The candidate will work with the senior team on product design and strategy to retain business, grow opportunities and mitigate risks based on the analytics.

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

(23) Excess Casualty Underwriter (\$175K - \$225K plus Bonus and Incentives)
Chicago

This Specialty Carrier is part of a large group that has a global reach. They are seeking a true excess casualty professional that understands the market and is an entrepreneurial thinker. Their focus is on lead excess casualty business with limits of \$25 and \$50 million excess of primary and self-insured retentions. This established operation

is looking for a seasoned veteran that is familiar with the wholesale market and Fortune 1000 companies.

If you are an excess casualty underwriting pedigree and have a desire to grow with an outstanding firm then call Rick Mockel at 954.421.0122 or send your resume to rick@iicuri.com. www.insurancerecruitersusa.com

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

Global P&C group with very established specialty business is looking for three seasoned excess casualty underwriters. These positions are for veteran, seasoned underwriters that enjoy working with the brokers. This is a lead position in a company that targets Fortune 1000 risks delivered but the risk management divisions of the big retail brokers. Typical risks are 25x or 50x 50 for casualty business. They have these positions in NY and Los Angeles.

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

**(25) LATAM Casualty Treaty Executive (\$175K - \$225K + Bonus & Equity)
Miami, FL**

Global reinsurance operation is searching for a casualty treaty underwriter to lead their expansion in Latin America. This person should have solid contacts with distribution sources across the region that can bring casualty opportunities to the firm. They have solid AM Best and S&P ratings and an extremely strong capital position. This is a hands-on position leading the charge and will build out this operation over time.

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

**(26) Property Facultative Reinsurance Underwriter (\$175K + Bonus)
Miami, FL**

This "A" rated reinsurance carrier is seeking a sharp facultative underwriting professional for their Miami branch. This is an expansion opportunity for a firm that has an established book. Their specific market is Latin America and the person they are seeking will be at least bilingual Spanish and have Latin American contacts as well as knowledge of the reinsurance needs in that area. If you are bicultural that is a plus. This is an opportunity to hit the ground running and a chance to develop and own a market.

If you have strong facultative underwriting skills and consider yourself to be a market developer with great relationship building skills please call Rick Mockel at 954.421.0122 or email rick at rick@iicuri.com. www.insurancerecruitersusa.com

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

Posted by Hollinger Jobs as of 7/21/16. A well-established and growing specialty insurance carrier is looking for 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 solid background in multi-line commercial underwriting including Home Office underwriting experience, as well as, experience working with the Dept. 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 responsible for 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 policy holders 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 your 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).

**(28) ACAS / VP Commercial Pricing Actuary (\$150K - \$225K)
Southeast**

Growing regional company is looking for an Actuary to lead the commercial actuarial area. This firm is a major player and leader in their personal lines markets and the small commercial business has outgrown what personal actuarial can provide. Their major product right now is a BOP. The candidate will work with products, rates, rules, forms, underwriting manuals and filings while interacting with most of the in-house departments and state insurance departments. This opportunity can lead to Chief Actuary for the company. Low cost of living.

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

**(29) Brokerage Commercial Lines Manager (\$150K - \$200K)
Westchester / Rockland County / Lower CT**

Posted by Hollinger Jobs as of 7/21/16. Expanding property and casualty insurance retail brokerage with multiple locations is looking for a senior executive for a new managerial role develop and run the Commercial Lines Division. The Manager is

responsible for oversight and leadership of the commercial accounts group, including all service marketing, business development, and customer service work. Experience in hiring, training, and mentoring the commercial lines staff and general day to day commercial lines operations is a must. Qualified candidates should have Familiarity with real estate, municipalities and large commercial accounts and 10-15 years of commercial lines experience including management with either a broker or a carrier. The ideal candidate should possess a strong commitment to customer service, relationship building and staff development, along with proficiency of various insurance software as well as Microsoft Office Suite products. Degree preferred, Property & Casualty License required. Additional Designations, including CPCU, ARM, RPLU strongly preferred. \$150K - \$200K base salary depending 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.

**(30) Senior Treaty Account Executive (\$150K - \$200K)
East Coast / Midwest**

Posted by Hollinger Jobs as of 7/21/16. A reinsurance company with a national platform is looking for a Senior Account Executive responsible for developing opportunities that lead to profitable growth in a variety of specialty products and treaty reinsurance. Build existing relationships, utilizing strong commercial insurance and/or reinsurance experience with a specialty in commercial casualty and professional liability coverages. The candidate will utilize their strong marketing abilities within the assigned regions, interfacing closely with reinsurance account executives and senior management. Responsible for growth of new commercial reinsurance partnerships with the end result focused on engagements, opportunities, and earned premium growth. Bachelor's Degree or equivalent, previous Reinsurance experience, and insurance accreditation is desirable. Minimum 5 years of commercial industry experience in the insurance / reinsurance underwriting, or marketing / sales areas with a niche in commercial casualty and professional liability coverages. Possess superior commercial insurance knowledge and a strong reinsurance understanding. Exhibits sound judgment, decision making and sales/influencing/negotiation/ presentation skills, oral and written communication, interpersonal relations, planning and organization, problem solving, and good team building skills. Customer-focused and service oriented, with the ability to develop and maintain strong business relationships with prospects. Strong commercial insurance underwriting, product development, etc., with a strong industry network. Technology-proficient with demonstrated knowledge of computer business applications. East Coast candidates preferred. Will consider

Midwest Region. This position requires 40 percent travel. Compensation up to \$150K - \$200K base depending upon experience level, plus incentives and full benefits package.

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

**(31) Senior Executive / Reinsurance (\$150K - \$200K)
East Coast / Midwest**

Posted by Hollinger Jobs as of 7/21/16. A reinsurance company with a national platform is looking for a Senior Account Executive responsible for developing opportunities that lead to profitable growth in a variety of specialty products and treaty reinsurance. Build existing relationships, utilizing strong commercial insurance and/or reinsurance experience with a specialty in commercial casualty and professional liability coverages. The candidate will utilize their strong marketing abilities within the assigned regions, interfacing closely with reinsurance account executives and senior management. Responsible for growth of new commercial reinsurance partnerships with the end result focused on engagements, opportunities, and earned premium growth. Bachelor's Degree or equivalent, previous Reinsurance experience, and insurance accreditation is desirable. Minimum 5 years of commercial industry experience in the insurance / reinsurance underwriting, or marketing / sales areas with a niche in commercial casualty and professional liability coverages. Possess superior commercial insurance knowledge and a strong reinsurance understanding. Exhibits sound judgment, decision making and sales/influencing/negotiation/ presentation skills, oral and written communication, interpersonal relations, planning and organization, problem solving, and good team building skills. Customer-focused and service oriented, with the ability to develop and maintain strong business relationships with prospects. Strong commercial insurance underwriting, product development, etc., with a strong industry network. Technology-proficient with demonstrated knowledge of computer business applications. East Coast candidates preferred. Will consider Midwest Region. This position requires 40 percent travel. Compensation up to \$150K - \$200K base depending upon experience level, plus incentives and full benefits package.

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

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

East

Posted by Hollinger Jobs as of 7/21/16. "A+" property and casualty insurance carrier is looking for 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 solid 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 percent travel, mostly to branch offices.

Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the National Association of Personnel Services, the Professional Liability Underwriting Society, the Society of Human Resource Management, and the Worldwide Employee Benefits Association.

(33) Product Manager – Products Liability (\$150K - \$175K + Bonus & Equity)**Location Flexible**

Top 40 P&C group is searching for a seasoned underwriting pro to lead the products liability area. 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 strong understanding of the non-admitted surplus lines products business along with the necessary underwriting issues such as exposure thresholds, product criteria and coverage language is key. They write both low deductible and large SIR business. This is a national company and the location is flexible.

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

(34) Brokerage – Commercial Lines Team Leader (\$150K)**NYC**

Posted by Hollinger Jobs as of 7/21/16. Top retail brokerage, handling both P&C and group benefits, is looking for a CL Team Leader for NYC. This is an excellent position for a 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 4 + service AEs. Prior leadership or management experience, along with strong technical insurance and computer skills,

as well as an outgoing, positive, energetic and motivating personality are a plus. Degree preferred. P&C License required. Additional licenses a plus. Compensation DOE \$150K base + benefits package.

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

(35) P&C Underwriting Director (To \$150K + Bonus & Equity)

North Jersey

Top 40 insurance group is searching for a multiline underwriter to work in the home office and assist the Chief Underwriting Officer with expansion of the book and management of the technical department. This CUO is very connected with the CEO as well as having strong relationships with the distribution partners. The business is heavy commercial package, property and GL along with labor law & garage keepers. This book of business is mostly east of the Mississippi and they are expanding to a countrywide platform. The ideal candidate will have strong relationships skills to work with their brokers and be very trainable and promotable for succession planning to the CUO.

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

(36) Claims Counsel (To \$145K)

Central New Jersey

Posted by Hollinger Jobs as of 7/21/16. "A+" global carrier is looking for a Claims Counsel as part of their Claims Department. The qualified candidate will be responsible for the management of all coverage matters arising on reported Commercial Liability, Property, and Ocean Marine claims. Duties include both the handling and supervision of coverage matters including the ultimate determination of the applicability or non-applicability of coverage under insurance policies issued by the carrier. Assists adjusters and specialist in the development of coverage positions and in the handling of non-referred coverage matters, including the preparation of coverage position letters. Maintains detailed records regarding all questions of coverage applicability and referral or non-referral of coverage matters to outside coverage counsel. Develops and maintains coverage manuals providing detailed examples of coverage letters, including reservation of rights and declination letters. Qualifications include: Attorneys only with licensed to practice in New Jersey required. Minimum 5 years of handling claims and resolving claims related issues. Candidates can have carrier claims counsel background or come directly from a law firm

representing insurance carriers with a background handling commercial lines coverages. Base salary to \$145K depending upon experience level, incentives/full benefits, 401K.

Qualified attorneys can submit their resume in confidence to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.247.5656.

(37) Commercial Underwriting Product Manager (\$140K - \$180K + Bonus)

NJ

"A+" global fortune 500 carrier is looking for an underwriting executive to lead product management for middle market commercial business. They use the independent agency distribution system to deliver commercial package, GL, auto, W/C and umbrella. These products are ISO and NCCI compliant for forms and rates. A solid understanding of policy coverages, pricing and analytics along with the ability to work in a dynamic environment will lead to success. This position is for a self-starter that can interface with marketing, claims, actuarial, finance and I.T. Someone that excels at training and mentoring will enjoy this role.

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

(38) Senior Commercial Lines Underwriting Specialist (\$135K - \$150K)

Northern NJ

Posted by Hollinger Jobs as of 7/21/16. "A+" property and casualty insurance carrier with a national platform is looking for 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. Multiline 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.

Ideal should submit their 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: (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).

(39) Commercial Lines Manager / Retail Brokerage (\$130K - \$160K)

NYC

Posted by Hollinger Jobs as of 7/21/16. Expanding property and casualty insurance agency/ retail brokerage with multiple locations is looking for 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 ideal candidate must 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, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com, or Catarina Caulfield, Recruiting Specialist at ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(40) Director of Administration and Operations (\$130K - \$150K)

Midwest

Posted by Hollinger Jobs as of 7/21/16. "A+" global P&C carrier is looking for a Director of Operations and Administration for Specialty Commercial Lines Division. The Director will participate in and be responsible for the development of formalized policies and procedures for commercial lines programs. This will include the development of protocols for accounting that meet the standards as well as Sarbanes Oxley compliance and compliance with other generally accepted accounting practices. The position will also assist the Accounting Director on matters dealing with budgeting and financial reporting. In addition, this individual will coordinate with the IT Department and the Programs Director in the development and implementation of the Agency Management System and the future build-out of the company system. The Director will also be responsible for assisting in the development of required staffing and processes for achievement of servicing standards working in tandem with the Director of Administration. These standards include issuing binders and invoices. Qualifications include a minimum of 7 years of commercial insurance operations support experience; proven track record in managing an insurance administrative

unit; experience in corporate budgeting and expense tracking; strong IT background including proficiency in Excel and other Microsoft applications; excellent interpersonal and communication skills including influencing and negotiation skills; Bachelor's degree or equivalent. Compensation \$130K - \$150K depending upon experience level, bonus plan and full benefits package including 401K plan. Partial relocation assistance will be provided to the Midwest.

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

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

Southern CT / NYC Region

Posted by Hollinger Jobs as of 7/21/16. "A+" property and casualty insurance carrier in strong financial standing is looking for a Senior Level Excess Casualty Underwriter. The ideal candidate must have 5-15 years of direct excess and surplus lines commercial underwriting (GL, Auto, Umbrella) as well as a proven track record developing and establishing wholesale brokerage relationships. Responsible for underwriting a profitable book of excess business. College degree preferred. Insurance Designations a plus and highly preferred. Exact job title dependent 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, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com, or Catarina Caulfield, Recruiting Specialist at ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

NYC

Posted by Hollinger Jobs as of 7/21/16. A well-established insurance brokerage is looking for a Senior Account Executive to service consequential Ocean/Marine Cargo accounts. The qualified candidate should be growth minded and sales oriented with 10 or more years in commercial retail brokerage handling multinational and captive accounts wherein experience with bulk commodity risks and Stock Throughput policies are the norm. Position requires solid market knowledge and strong negotiation skills including complex submissions and coverage recommendations for large marine cargo accounts. This is a collegial, professional culture working with an excellent team. Degree & designations – BA, is expected MBA, and CPCU are a plus. Compensation is DOE \$125K - \$150K + including incentives/benefits package.

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

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

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

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

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

Posted by Hollinger Jobs as of 7/21/16. Specialty insurance retail brokerage firm is looking for 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, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com, or Catarina Caulfield, Recruiting Specialist at ccaulfield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

Posted by Hollinger Jobs as of 7/21/16. "A+" property and casualty insurance carrier is looking for a Commercial Underwriting Team Leader. The ideal candidate will be responsible for underwriting and marketing small to mid-size commercial accounts (property and casualty). Experience with habitation, products, real estate, mercantile required. Experience developing relationships with the brokerage community, including wholesale brokers and having an excess and surplus lines background required. In addition to underwriting and marketing, the Team Leader will 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, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com, or Catarina Caulfield, Recruiting Specialist at ccaulfield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

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

market and your career is a must. This is an extremely reputable carrier that is growing and interested in talent that can grow with them.

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

(47) Senior Multinational Underwriter (To \$120K)

Central NJ

Posted by Hollinger Jobs as of 7/21/16. "A+" global carrier is looking for a Senior Commercial Underwriter for multinational business. Underwrite and market as well as manage all accounts for multinational/reverse flow business. Develop brokerage relationships. Responsible for new and renewal business. The qualified underwriter must have 10 years minimum of multiline or package commercial underwriting for middle and large market accounts (\$100K + in premium) and a proven background managing and developing brokerage relationships. Experience with large deductibles and retros is a plus. Multinational/reverse flow background a plus and highly desirable. College degree and/or CPCU preferred. Base salary based on experience to \$120K base, bonus plan, full benefits. Some travel involved including overnights on occasion for broker visitations as well as day trips.

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

(48) Senior Underwriter / Leader – Commercial Lines (To \$120K)

Northern NJ

Posted by Hollinger Jobs as of 7/21/16. "A+" national property and casualty insurance carrier is looking for a Senior Underwriter/Leader for Commercial Property. Additionally, the qualified candidate should have general liability underwriting experience as well. The qualified candidate must have 10 years minimum commercial property or package underwriting, standard or specialty carrier background, and proven experience developing brokerage and MGA relationships. Additionally, the Senior Underwriter/Leader will also be responsible for training underwriters on commercial property coverages. Strong technical, analytical and business development expertise required. Bachelor's Degree required. Insurance designations a plus. Compensation to \$120K base salary, including bonus and full benefits package.

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

**(49) Production Underwriter – Commercial Middle Market (To \$118K)
Central NJ**

Posted by Hollinger Jobs as of 7/21/16. "A+" property and casualty commercial lines carrier writing both domestic and international business is looking for a Production Underwriter - Commercial Middle Market, to develop Central/South Jersey/PA/MD/DE Region. The qualified underwriter must have 5 years of minimum direct commercial underwriting and marketing to the retail agents and brokers with multi-line commercial or package underwriting expertise from a large regional or national carrier. In addition, middle market underwriting is strongly preferred (\$100K + premium accounts). This position requires 30 percent travel, some overnight, in addition, the qualified production underwriter should bring a strong set of technical, business development, interpersonal and management skill sets with understanding and practice of putting profitable business on the books. College degree preferred. Designations a plus. Compensation to \$118K base depending upon experience level, bonus, and full benefits package.

Qualified production underwriters should submit their 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).

**(50) Manager – MGA Operations (\$110K - \$150K)
New York City**

Posted by Hollinger Jobs as of 7/21/16. MGA facility looking to expand is looking for a Manager for MGA Operations, responsible for the underwriting, carrier market development, business development, employee hiring, training and supervision as well as overall day to day management focusing on expanding their commercial lines products and services. The Manager, with the financial backing of a major company in the property and casualty insurance space, will bring 7-12 years of progressive underwriting management from a wholesale brokerage/MGA or program administrator, and have relationships with various specialty carriers across the U.S. and can bring those carriers to the MGA. The MGA will be writing a mix of commercial lines business. Experience with habitation, restaurants, strip plazas, shopping centers, contractors, products liability a plus. College degree preferred. Insurance designations a plus. \$110K - \$150K base depending upon experience level, bonus, full benefits 401K.

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

**(51) Branch Manager – E&S Brokerage / MGA (\$110K - \$140K)
Long Island / Queens NY**

Posted by Hollinger Jobs as of 7/21/16. Financially strong and well-structured wholesale brokerage and MGA facility is looking for a Branch Manager to run their Long Island/NYC and Downstate New York area operations. The qualified Branch Manager will be responsible for retail agency development, insurance carrier relations, staff supervision/training and general branch production goals. 7-10 years of property and casualty coverage experience including any combination of commercial, personal and professional lines, preferably from the Excess and Surplus Lines environment. Proven background with production underwriting, sales, or business development as well as leading a production team and meeting production goals. Candidates who qualify can come from any combination from the carrier and/or brokerage/MGA environment. Property and Casualty license required. College degree preferred and designations (CPCU, RPLU, CIC) preferred. Base salary to \$130K depending upon experience level including bonus structure and full benefits package.

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

(52) Senior Loss Control Rep. (To \$110K)

CT

This "A+" rated carrier enjoys an excellent reputation and is growing their business. They are seeking a talented Loss Control professional for a telecommuting role that will handle Connecticut and Western Massachusetts. This is an opportunity to join a growing operation and to build relationships with agents and insured's. They desire a loss control generalist that has experience with a variety of industries. The firm considers their Loss Control professionals as the face of the company and they are highly regarded. They not only work with existing customers but do site surveys, work with prospective customers and often accompany the sales team on presentations. The candidate must be detail-oriented, possess excellent communication skills and understand the business. Educational background in occupational health and safety, engineering or science as well as prior construction experience is preferred.

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

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

New York City, NY

Posted by Hollinger Jobs as of 7/21/16. Large retail brokerage firm is looking for a Commercial Account Executive to service and act as client adviser for an existing book of middle and large market commercial accounts. Proven background servicing multi line commercial accounts, ideally mid to large size accounts, including marketing and account rounding. Full service functions with additional junior AE support. Professional growth opportunities. Must have a background as a commercial

generalist account executive with a mix of real estate, construction, restaurants and some wholesale/retail. College degree preferred. Over 6-10 years of direct account management expertise with a mid to larger size retail agency. P&C License required. Professional growth opportunities based on performance. This position requires a motivated Commercial AE looking to work with the client directly, not just in a servicing but in a client adviser role. To \$110K depending upon experience level, bonus plan and full benefits package.

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

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

New York City

Posted by Hollinger Jobs as of 7/21/16. Specialty insurance retail brokerage firm is looking for a Personal Lines Account Executive for their New York City location. The qualified candidate must have 5-10 years of direct retail brokerage full servicing of Personal Lines Accounts including VIP/HNW Accounts. Develop strong client and broad carrier personal lines underwriting relationships. This is a dynamic and growing region with expansion goals. The qualified PL AE will come from a large regional or national brokerage firm and have a "lead by example" professional attitude with a strong knowledge base of a diverse range of Personal Lines products and services. Strong senior management support within this diverse and dynamic work environment. \$70K - \$100K base range depending upon experience level including full benefits package.

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

(55) RVP / Branch Manager (To Upper \$100K's, plus Participation, plus Stock)

CT

This "A+" rated carrier enjoys an outstanding reputation in the market and is known for its entrepreneurial business model. They have an opportunity in their CT profit center for an intelligent business leader to run the State and branch operations. This is an opportunity to run a business and provides a 360 degree view of the business. This is an all-encompassing role that has responsibility for underwriting, marketing, loss control

and oversight for the claims function. The operation is built through relationships and this will be a front facing position with P&L responsibility. Their business is agency distributed and consists of all lines small and middle market commercial business. If you have field experience, are a leader with excellent business acumen and interested in running a business, this could be for you.

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

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

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

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

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

Posted by Hollinger Jobs as of 7/21/16. A well-established large brokerage firm providing commercial, personal, professional lines and group benefits products and services is looking for a Senior Commercial Account Executive for their NYC office to service consequential Construction Accounts. The qualified candidate should have 10 or more years of retail brokerage commercial account management experience, with a strong niche servicing and working with larger construction firms. College degree preferred. License required. Compensation will be dependent upon experience, \$90K - \$110K + including incentives/benefits package.

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

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

**(58) Commercial Lines Team Leader Sr. Account Executive (\$90K - \$125K)
Union / Somerset / Essex / Morris County Area**

Posted by Hollinger Jobs as of 7/21/16. A well-established New Jersey P&C brokerage firm, is looking for a Commercial Lines Team Leader/Sr. Account Executive to join their organization. This is an excellent opportunity for a Sr. Account Executive who wants to move their career to the next level. Qualified candidates must have experience servicing a diversified portfolio of middle-market commercial P&C accounts. This position is hands-on, both handling accounts and supervising a team of 4 or more Account Executive. 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 and designations a plus. Compensation will be dependent upon experience and is expected to range \$90K - \$125K + plus full benefits package.

Please submit resumes, referrals, and inquiries in confidence 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).

**(59) Referral Underwriter – Commercial Lines (\$90K - \$100K)
Central New Jersey**

Posted by Hollinger Jobs as of 7/21/16. "A+" property and casualty insurance carrier is looking for 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 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.

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

Posted by Hollinger Jobs as of 7/21/16. A well-established brokerage firm in NYC, is expanding and is looking for two additional AEs to work with larger sized accounts (average account revenue is \$20K - \$50K +). This is a well-run, friendly, team oriented

office with AEs being responsible for account management, client interface and coordinating all service functions and related marketing. Qualified candidates should have a minimum of 5-15 years of experience with consequential accounts. Industry disciplines should include real estate, hotels, financial services and related insurance matters. College degree and licenses are expected. Advanced degree, CPCU, CIC, etc. are preferred. Compensation will be up to \$90K, DOE.

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

(61) Ocean Marine Claims Representative (Up to \$90K)
New York City

Posted by Hollinger Jobs as of 7/21/16. "A+" global carrier is looking for an Ocean Marine Claims Representative for New York City. The qualified claims professional will conduct thorough investigations, evaluate and negotiate complex claims including litigation, coverage issues and subrogation that will ensure compliance with claim handling guidelines &/or requirements of principals regarding TPA business, including reserving and payment practices, resource management, regulatory requirements and Fair Claims Practices Acts. The qualified claims professional must have 10 or more years of related experience in handling ocean marine and recovery claims. Bachelor's Degree preferred. AIC, SCLA and/or CPCU preferred but not required. Insurance carrier ocean marine claims handling experience strongly preferred. Base salary to \$90K including incentives/benefits, 401K.

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

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

Posted by Hollinger Jobs as of 7/21/16. Large retail brokerage firm is looking for a Commercial Account Executive to service and act as client adviser for an existing book of middle and large market commercial accounts. Proven background servicing multi line commercial accounts, ideally mid to large size accounts, including marketing and account rounding. Professional growth opportunities. Must have a background as a commercial account executive with a history of restaurant accounts handling. College degree preferred. Over 6-10 years of direct account management expertise with a mid to larger size retail agency. P&C License required. Professional growth opportunities based on performance. The ideal candidate must

be a motivated Commercial AE looking to work with the client directly, not just in a servicing but in a client adviser role. Up to \$85K depending upon experience level, bonus plan and full benefits package.

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

**(63) Commercial Underwriter (To \$85K)
Albany / Hudson Valley**

Posted by Hollinger Jobs as of 7/21/16. "A+" property and casualty insurance carrier is looking for 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, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com, or Catarina Caulfield, Recruiting Specialist at ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

Posted by Hollinger Jobs as of 7/21/16. A well-established and growing specialty insurance carrier is looking for a Construction Underwriter, with NYC Construction underwriting experience to join their NYC office. The chosen candidate will be responsible for 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: (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).

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

Posted by Hollinger Jobs as of 7/21/16. "A+" property and casualty insurance carrier is looking for a Senior Commercial Underwriter/Team Lead, responsible for underwriting new business and developing brokerage relationships nationally. 8-10 years of insurance carrier underwriting, commercial multi line or package account background, standard and/or excess and surplus lines as well as ability to interact positively with the brokerage community. Proven background taking ownership in a book of business as well as any current leadership responsibilities preferred. This is a professional growth position with existing team lead responsibilities. College degree required, CPCU preferred. \$80K - \$110K + depending upon experience + bonus plan and full benefits package.

Please submit your resume in confidence to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or call Jim at 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.

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

Posted by Hollinger Jobs as of 7/21/16. Growing national property and casualty carrier with a niche in commercial specialty lines is looking for a Field Underwriting/Business Development Specialist for Surplus Lines, responsible for developing substantial profitable new business premium growth from assigned agents with a focus on surplus lines business. Manage agency relationships to create customer retention and sustainable agent partners. The Underwriting/Marketing Specialist must have a mix of both commercial lines new business underwriting and marketing from an MGA/wholesaler/program administrator or specialty carrier with surplus lines background. Proven background developing retail agency relationships, creating new business opportunities and conducting field underwriting at agents onsite locations. This position requires 3-4 days a week of travel, including overnight. The qualified candidate must be a results-oriented individual focused on outcomes resulting in increased profitable business. Strong analytical, technical, organizational and interpersonal skills required Entrepreneurial mindset and understanding of the immediate need to place business. Online underwriting background preferred College degree required with minimum six years of related insurance experience. Insurance designations (CPCU, ASLI, AU) or working towards completion of designations preferred. Territory includes New England and NY State (Not NYC). Candidates with retail agency relationships within the assigned territory will only be considered. \$80K -

\$100K base depending upon experience, including incentives, benefits, and tools needed for field work.

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

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

Greater Boston Area

Posted by Hollinger Jobs as of 7/21/16. "A+" property and casualty insurance carrier is looking for a Senior Loss Control Representative due to new market expansion for the Northern New England Region. The Senior Property Loss Control Representative will telecommute and build relationships with existing agents and insureds. Provide detailed risk assessments on complex accounts while working with a variety of clientele with special focus on the wood products, transportation and logging industries. The qualified candidate will be detail oriented, exhibit a high degree of technical skills and have excellent communication skills. Candidates with a bachelor's degree in occupational health and safety, engineering or science preferred. Property expertise and professional credentials such as CSP, ALCM, PE, or CIH are also a plus in addition to prior property/fire protection training. \$80K - \$100K base including full benefits package.

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

(68) Brokerage High Net - Worth / VIP PL AE (To \$80K)

North / Central NJ

Posted by Hollinger Jobs as of 7/21/16. A well-established retail brokerage firm with strong organic growth is looking for a High Net-Worth/VIP Personal Lines Account Executive in North/Central NJ to service and market new and renewal business. Candidates must have experience handling VIP / HNW accounts that generate \$25K in premium or higher, and be conversant with that level of customer base. Day to day responsibilities include, servicing, marketing, and client interaction, as well as, cross selling or upselling where appropriate. Position requires 5 or more years of strong coverage and market knowledge, and direct servicing and/or selling of consequential Personal Lines Accounts. P&C License required. College degree strongly preferred. Compensation includes base, commissions, and additional bonus incentives, along with a full benefits package. Base salary is \$70K - \$80K.

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

**(69) Individual Disability Income Insurance Underwriter (Salary Low to Mid \$80K's)
Miami, FL**

This specialty operation has been in the business of providing income disability coverage for over twenty years. They are part of a global insurance group with offices in over ten countries. They are looking for a skilled disability underwriting professional for an expansion position within their Miami, FL office. This is an opportunity to be with a growing firm that specializes in the individual disability income market and has A Rated paper. If you are a creative Underwriter with strong underwriting skills and a desire to grow, this could be your opportunity.

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

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

Posted by Hollinger Jobs as of 7/21/16. Leading wholesale brokerage and MGA with both regional and national platforms is looking for 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.

Ideal should submit their 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: (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).

(71) Brokerage Leader Fine Arts (\$75K - \$100K)

NYC

Posted by Hollinger Jobs as of 7/21/16. An internal promotion and expansion has created a job opportunity within one of our quality brokerage clients. This will be the no. 3 role in the department with a plan to groom and grow the chosen candidate to move into a more senior role. We are looking for an experienced Sr. AE with strong technical qualifications in the Fine Arts arena and the ability to manage a team. Expected competencies include fine arts and related fields (auction houses, galleries, museums, jeweler's block, private collections, etc.). This is a confidential search requiring a knowledgeable P&C broker with a solid history of leadership and mentoring within their experience. Candidate must be flexible in balancing client interface, technical expertise, troubleshooting, client enrollment and retention. Some travel is expected. Ideally, candidates must have more than 7-10 years of experience in brokerage and/or underwriting, including familiarity with the Lloyds marketplace. This is a collegial, highly professional, fast paced environment where everyone pitches in on accounts. College degree and licenses are expected. Advanced degree, CPCU, CIC, etc. are preferred. Compensation will be dependent upon experience \$75K - \$100K +.

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).

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

NYC Downtown

Posted by Hollinger Jobs as of 7/21/16. An established insurance brokerage firm in NY, is looking for a motivated professional to work in an AE role with large middle market accounts with premiums up to \$2M (real estate, manufacturing, financial firms). Position handles day to day account servicing and management, including client interface. Candidates should have 5-10 years of experience in a client servicing role, excellent communication and relationship building skills, as well as strong technical competencies. This is a friendly team oriented environment. College degree and

licenses are preferred. Advanced degree, CPCU, CIC, etc. are a plus. Compensation is flexible, DOE. \$75K - \$95K+ and bonuses.

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

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

Posted by Hollinger Jobs as of 7/21/16. Long standing retail brokerage firm offering property and casualty commercial and personal lines and group benefits / life & health products is looking for a Group Benefits Account Manager for large group accounts. The Account Manager will be responsible for handling a comprehensive book of business with all lines of health insurance including medical, dental, vision, as well as life and disability as well as be accountable for all day-to-day servicing of clients, enrollment meetings, relationship management, wellness programs, and client presentations. Minimum of 5 or more years of Group Benefits insurance brokerage experience. Valid NJ/NY Life, Accident and Health brokers' license. College degree preferred. Agency management and benefit related application systems knowledge, preferably with Benefit point and Zywave. Possess excellent verbal and written communication skills. Demonstrate proficiency in computer applications, esp. Microsoft Office Suite and comfort working in a paperless environment. Exceptional organization and time-management skills. Self-starter, professional and assertive and ability to handle a fast-paced, challenging work environment. \$75K - \$85K + depending upon experience level, full benefits package.

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

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

Posted by Hollinger Jobs as of 7/21/16. Established retail brokerage firm with national platform is looking for a Group Benefits Account Executive for their Southern California branch location, responsible for managing client relationships in the Benefits Department, which includes account servicing, coverage negotiation, producing successful renewals, implementing new lines of coverage and identifying new business opportunities. This is a full service account executive role with responsibilities and experience handling small groups and groups from 50-500 lives. 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.

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

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

Westchester / Rockland County / Lower CT

Posted by Hollinger Jobs as of 7/21/16. An established and growing P&C insurance brokerage operation is looking for an Assistant Controller to join their Accounting Team. The chosen candidate will be responsible for 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.

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

Westchester County

Posted by Hollinger Jobs as of 7/21/16. The Account Executive will be responsible for maintaining assigned client relationships. Duties include, but not limited to: providing high level client service addressing all service issues; providing research; problem solving and resolution support. Determining appropriate action; ensuring that our commitments to our clients are met by being proactive. Monitoring and following up on assigned tasks. Maintain client files; provide feedback/solutions to the manager to minimize risk and improve processes. Excellent excel skills; comfortable with numbers; detail oriented; excellent time management skills; excellent follow up; bachelor's degree; 4 years of experience and knowledge of retirement profit sharing and pension plans; successful completion of 401K producers services training a plus; excellent

written and verbal communication skills. Series 6 & 63, a plus. Salary commensurate with experience, budgeted up to \$75K with some flexibility.

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

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

New Jersey

Posted by Hollinger Jobs as of 7/21/16. A well-established and growing specialty insurance carrier is looking for an Energy Underwriter to join their team. The chosen candidate will be responsible for 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 your 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: the (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).

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

NYC

Posted by Hollinger Jobs as of 7/21/16. This is a fabulous opportunity with a regional broker due to growth within the organization. Join a growing, regional firm with several offices in the U.S. and a strong history of business development. We are looking for an experienced AE with solid background in fine arts and related fields (auction houses, galleries, museums, jeweler's block, private collections, etc.). This confidential search requires an experienced P&C broker with a history of leadership and mentoring within their organization, and specific experience in Fine Arts. Position requires flexibility in balancing client interface, technical expertise, troubleshooting, client enrollment and retention. Some travel is expected. Ideally, candidates must have 7-10 or more years of experience in brokerage and/or underwriting, including familiarity with Lloyds. This is a collegial, highly professional, fast paced environment where everyone pitches in on accounts. College degree and licenses are expected. Advanced degree, CPCU, CIC, etc. are preferred. Compensation will be dependent upon experience \$70K - \$95K +.

Please submit your 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.

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

Westchester / Rockland County / Lower CT

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

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

NY

Posted by Hollinger Jobs as of 7/21/16. A well-established and growing brokerage operation is looking for a skilled Commercial Lines Marketing Specialist to join their Westchester County office. Client is looking for candidates who can handle new business submissions and re-marketing on a broad range of commercial lines accounts, and experience with Construction account would be a plus (though not required). This candidate must have working knowledge of insurance company products and underwriting criteria, as well as, knowledge of Excess & Surplus line products & programs. Must be able to work with producers on strategy for each account submission. Candidates must be very well versed and knowledgeable on commercial lines coverages. This is a team oriented organization, friendly, and collegial organization. Compensation will be dependent upon experience, \$65K - \$85K plus full benefits package.

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

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

Philadelphia PA Region

Posted by Hollinger Jobs as of 7/21/16. An established & thriving brokerage firm is looking for a broker AE with real estate experience. The ideal candidates must have 5 or more years demonstrated customer service related experience, preferably in real estate accounts. This role is part of a team managing a portfolio of insurance for commercial real estate business which include both individual retail and program-driven accounts. Core duties involve servicing, marketing and placement of accounts. This is an excellent working environment with a collegial team. Broker's license is expected, BA is preferred, MBA, and CPCU, etc. are a plus. Compensation is up \$65K - \$80K +, DOE.

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

**(82) Underwriting Assistant – Excess Property (\$65K - \$75K)
New York City**

Posted by Hollinger Jobs as of 7/21/16. "A+" property and casualty insurance carrier, due to current and projected growth, is looking for 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. Solid background providing timely and professional customer service, internally and externally. College degree is preferred but not required. Minimum 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, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com, or Catarina Caulfield, Recruiting Specialist at ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

**(83) Brokerage MGA Operations Manager Mid – Atlantic (\$60K - \$80K)
MD**

Posted by Hollinger Jobs as of 7/21/16. A well-established and growing P&C/MGA company, is looking for an Operations / Underwriting Manager for their Mid-Atlantic location. Candidates should have experience in day to day management and supervision for all underwriting and MGA/Brokerage operations. This position is available due to internal growth, and is an excellent opportunity for someone with the desire to join a growing profitable well run firm. The qualified candidate must have strong P&C coverage knowledge, clear understanding of underwriting/underwriting operations guidelines, be familiar with multiple carriers, and have proven experience developing and maintaining relationships with brokers in the P&C arena, including transportation. This is an in-house position with occasional client visits. Candidate must have strong interpersonal skills, a high degree of technical competencies, and be willing to invest themselves in helping move the business forward. Compensation (DOE) will be a base salary, plus additional bonuses and commissions based on performance. Base salary will be approximately \$75K to start, possibly higher depending on experience. Position includes full benefits package, as well as, 401K, profit sharing, and individual performance based bonus incentives.

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

**(84) Commercial Package Underwriter (\$60K - \$80K)
Northern New Jersey / Morris / Bergen County**

Posted by Hollinger Jobs as of 7/21/16. "A+" property and casualty carrier writing national business is looking for a Commercial Package Underwriter to write new business and establish relationships with brokers and MGAs. A minimum of 3-6 years of direct commercial package underwriting, small to mid-size accounts, with a proven track record working directly with brokers and MGA underwriting facilities. Specialty underwriting experience with a carrier preferred. Strong technical and PC skills required. Bachelor's Degree required. Professional growth opportunities based on performance. \$60K - \$80K base, bonus, full benefits.

Ideal 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).

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

Posted by Hollinger Jobs as of 7/21/16. An established and thriving broker with offices in the NYC is looking for an Ocean Marine Cargo Account Executive. The chosen candidate should have 7 or more years of proficiency in Ocean Marine, Hull, Cargo

mid-size account management experience, including servicing of new and renewal business. College degree and/or insurance licenses and designations required. Compensation is up to \$75K, DOE.

Please submit your resume in confidence to Catarina Caulfield, Sr. Recruiting Specialist at 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.

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

NYC

Posted by Hollinger Jobs as of 7/21/16. Established and profitable NYC brokerage is looking for a Personal Lines Account Manager to service and new and renewal business. VIP or High Net Worth accounts background is required. Candidates should have 3-5 years direct servicing of Personal Lines Accounts. P&C License required. College degree strongly preferred. Compensation will be dependent upon experience, up to \$60K base and a full benefits package.

Please submit resumes and referrals in confidence to Cat Oliveira Caulfield, Sr. Insurance Recruiter at ccaulfield@hollingerjobs.com 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).

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

NY

Posted by Hollinger Jobs as of 7/21/16. Large and financially successful brokerage firm is looking for a Small Group Benefits Account Manager, responsible for handling a book of small group benefits accounts (100 lives and under). The chosen candidate will oversee all day-to-day servicing of clients, enrollment meetings, relationship management, wellness programs, and client presentations. Qualifications include 5 or more years of group benefits account servicing experience within an agency/brokerage setting. Valid NJ/NY Life, Accident, & Health license required. College degree preferred. Experience with agency management systems. Strong customer service and computer skills required. Compensation will be dependent upon experience and will range from \$50K - \$75K base including full benefits package/incentives.

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member of: (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).

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

Manhattan

Posted by Hollinger Jobs as of 7/21/16. An established and profitable retail brokerage is looking for 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 your resume in confidence to Catarina Caulfield, Sr. Recruiting Specialist at ccaulfield@hollingerjobs.com or call Cat directly at 732.247.5656. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and WEB.

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

Manhattan

Posted by Hollinger Jobs as of 7/21/16. A well-established large brokerage firm is looking for 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 your resume in confidence to Catarina Caulfield, Sr. Recruiting Specialist at ccaulfield@hollingerjobs.com or call Cat directly at 732.247.5656. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and WEB.

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

Central New Jersey / Monmouth County

Posted by Hollinger Jobs as of 7/21/16. Established retail brokerage firm running P&C and group benefits divisions is looking for a Group Benefits Account Representative to assist the Account Managers, Account Executives, Producers, Brokers in servicing a designated group of clients or book of business as it relates to marketing, claims, administration, and sales. Service large (70 percent) and small (30percent) groups. Minimum of 3-7 years of direct group benefits account management including experience developing carrier, brokerage and underwriter relationships. L&H license required. \$50K base+ depending upon background and experience level, full benefits package.

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

(91) Catastrophe Analyst (\$45K- \$60K)

Boston Area

Posted by Hollinger Jobs as of 7/21/16. A well-established and growing P&C insurance carrier is looking for a Catastrophe Analyst to join their New England Metro location. The ideal candidate must have 1-3 years of experience in the insurance industry, handling commercial property (prior experience or knowledge of Catastrophe risks or CAT Modeling would be a plus, but not required). The chosen candidate will be responsible for modeling Catastrophe risks including: wind, earthquakes, tornados, storms, etc. Applicants must be detail oriented. This is an excellent opportunity to join a reputable organization, where you will have plenty of growth and advancement opportunity. College degree expected (preferably with concentrations in: Statistics, Actuarial, Mathematics, Economics, Risk Management, or Insurance). Compensation will be dependent upon experience, \$45K - \$60K base plus full benefits package.

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

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

Posted by Hollinger Jobs as of 7/21/16. Large and financially successful retail brokerage firm is looking for an Assistant Commercial Account Executive, responsible for servicing multi line commercial accounts, marketing, underwriting, servicing, renewal negotiation, risk analysis, consulting, problem resolution, reviewing and rating. Qualifications include 1-5 years of commercial multi line account management with a retail brokerage firm. P&C License required. College degree required. Experience with Sagitta or AMS 360 preferred. Strong customer service and computer skills required. \$40K - \$50K base including full benefits package/incentives.

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

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

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

Posted by Hollinger Jobs as of 7/21/16. An established broker with offices in the Philadelphia area, is looking for a Customer Service Representative / Assistant Account Manager for day to day servicing of mid-sized commercial lines business including new and renewal business. Ideal candidates should have a broad range of commercial accounts experience, (both sizes and industries), in addition to excellent customer service skill sets, and strong communication, organizational and analytical skills. This is a small, friendly team, and everyone works together for maximum results. College degree and licenses are expected. College degree and/or insurance licenses and designations required. Compensation will be a base of \$40K - \$50K DOE, plus benefits.

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

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

Posted by Hollinger Jobs as of 7/21/16. Large and financially successful brokerage firm is looking for a Group Benefits Account Specialist, responsible for providing service and support to the Group Benefits Account Management team. Qualifications include 1-5 years servicing experience within an agency/brokerage setting. Valid NJ/NY LAH License preferred. College degree preferred. Experience with agency management systems (specifically BenefitPoint or WorkSmart) preferred. Strong customer service and computer skills required. \$35K - \$40K base including full benefits package/incentives.

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

DIRECT JOB POSTINGS

(95) Arthur J. Gallagher & Company
Sr. Client Service Associate - Commercial Account Manager
Brentwood, TN
As of July 20, 2016

Description: Handle a book of Ag business. This includes renewals, endorsements, new business, dealing with clients.

Requirements: At least 2 years of experience in handling commercial accounts.

Contact Christie Reeves at 615.377.5112 or christie_reeves@ajg.com