

Job Postings

January 30, 2017

WHO'S HIRING?

87 P&C Open Jobs are posted here from Ace Hardware Corporation; Advisen Ltd.; 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 #82

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?

- Ace Hardware Corporation
- Advisen Ltd.

WHICH RECRUITERS ARE POSTING JOBS?

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

87 JOB POSTINGS FOR MID-JANUARY 2017

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) Commercial Account Executive – Entertainment New York City

Posted by Hollinger Jobs as of 1/11/17. Our client a large retail brokerage firm is seeking a Commercial Account Executive to service and act as client adviser for an existing book of Commercial Lines Entertainment business. The qualified candidate will have a proven background in servicing multi line commercial accounts, including entertainment business. The ideal candidate will have 5-10yrs experience in a retail brokerage environment, and will 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.

(2) Cyber / Technology Professional (Compensation open) New York, NY

This "A" Rated carrier is part of a diverse Fortune 500 company and has a very capable management team, known for building companies and excelling in profitable growth. They are looking for a cyber/technology professional for their NYC

location that knows the cyber market and can understand complex cyber. The opportunity is very broad in its skill requirements and could be for someone that could be an individual contributor working with their team or a skilled professional capable of heading their cyber unit. The operation has a focus on small to mid-size accounts and will be predominantly working with non-admitted business. Knowledge of the wholesale brokers would be a plus. This operation is in an expansion mode with many of their business segments and the opportunity to grow within their organization is tremendous. Compensation is open and will be based on skills and experience.

If you have strong cyber skills and interested in working on a national landscape, then please call Rick Mockel at 954.421.0122 or send your resume to rick@iicuri.com. www.insurancerecruitersusa.com

(3) Excess Casualty Underwriter New York City

Posted by Hollinger Jobs as of 1/11/17. "A+" property and casualty insurance carrier in strong financial standing is seeking a Senior Level Excess Casualty Underwriter. The appropriate candidate will 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.

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

Posted by Hollinger Jobs as of 1/11/17. Established retail brokerage servicing property and casualty and group benefits business is seeking a Group Benefits Producer for their Northern New Jersey/Bergen County location. The retail brokerage has both a regional and national presence. The qualified Producer will 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. Appropriate candidates should submit their resumes in confidence to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.247.5656 or Catarina Caulfield, Senior Recruiter at 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).

(5) Professional Lines Business Development Specialist (Open – Salary and Commission / Incentives)

MN / WI

This "A" Rated specialty carrier has a remote opportunity for an insurance professional possessing client facing skills. The candidate for this opportunity will be the boots on the ground for them as part of their expansion into the upper Midwest. The firm specializes in Errors & Omissions and has been growing steadily. They enjoy a very good reputation in the market with numerous endorsements from State Associations. The person they are looking for would be a focused professional that has experience with E&O. They can come from a Business Development, Underwriting or a Brokerage position. The key is high energy, the ability to get meetings, make effective presentations and a desire to grow. Compensation will be incentive laced with a salary and commission/bonus tailored to the candidate. This market has potential to be a top performer for their operation and offers tremendous opportunities for the right individual.

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

(6) Property Underwriting Manager – Lloyds Business (DOE)

Maryland

Posted by Hollinger Jobs as of 1/11/17. Long standing and well-structured MGA and wholesale brokerage operation writing and placing excess and surplus lines business in multiple states is seeking a Property Underwriting Manager for Lloyds Business. This is an in-house underwriting manager/underwriter opportunity to be housed in Northern Maryland responsible for the underwriting, production and overall profit of the property book. Supervise an underwriting team of 2-3 with a focus on developing small to mid-size accounts. The qualified property underwriting leader will have direct and extensive background with Lloyds Property underwriting by possessing a thorough underwriting expertise of the Lloyds Property market, negotiating contracts with London brokers and syndicates, has experience with Lloyds property binding

authorities, understands and has prepared property claims and premium bordereau's, has underwritten and placed Lloyd's property business within contracts and in the open market, has visited Lloyd's and can function as a competent and respected inside Underwriting Manager for this sizeable book of Lloyd's Property business. Compensation/base salary will be determined according to experience level including performance bonus, full benefits which include medical, dental, eye, 401K, ST and LT disability, etc.

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

(7) Senior Commercial Production Underwriter Detroit Area

Posted by Hollinger Jobs as of 1/11/17. "A+" property and casualty insurance carrier with a long history of profitable business is seeking a Commercial Production Underwriter to develop the Michigan/Ohio Territory. The qualified underwriter will have 8-10 or more years of standard commercial carrier underwriting and marketing, multi-line or package, small to mid-size (\$25K - \$50K premium) accounts and a proven track record of developing retail agency relationships. Split time between field work with the agents on site and work from home. Base salary to \$100K dependent upon experience level, bonus plan, company car, full benefits, tools and technology for work from home/field arrangement, 401K, etc. College degree. Insurance designations a plus. This position requires a production underwriter with a strong mix of technical and business development expertise.

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

(8) Sr. Commercial Lines Underwriter (To Low \$100K's plus Participation) Western US – 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 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 west of the Rockies and may potentially be remote. Solid 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 me at rick@iicuri.com.

www.insurancerecruitersusa.com

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

Florida

Highly successful wholesaler with deep pockets seeks to grow their Florida operation. They are flexible regarding location and provide all the tools and resources needed to do your business. They have devoted significant capital to build out Florida and will pay all expenses. They seek wholesale Brokers/Producers that have a following of agents and will hire and build you a support team. If you have a team you can bring them with you. They can handle the largest risks available and have the experts to provide any necessary specialty resources.

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

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

New England

Posted by Hollinger Jobs as of 1/11/17. Established wholesale broker and MGA with multiple locations and territories is seeking a Wholesale Broker/ MGA Underwriter to write new business throughout the New England Region. The qualified candidate must have excess and surplus lines experience as a broker or MGA underwriter with retail agency relationships in the New England Region. This can be a work from home arrangement. Base salary (depending upon experience), bonus and full benefits package. College degree preferred. P&C License required.

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

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

New York

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

(12) Specialty Business Opportunity – MGA Equity Available (\$200K - \$300K)

Our customer is a global, privately held insurance organization with roughly \$2 billion in assets. The organization currently has a strong presence in Europe, the Middle East, Africa and LATAM. They are focused on expanding their presence in the U.S. One of their strategies is to invest in an MGA model that evolves around a top tier expert in a niche product or industry that can create an opportunity to write premium. They prefer to be located in the Southeast, but are flexible depending on the opportunity. If you are recognized as the top 90 percentile in your space, have the drive and creativity to start something (or restart), than this may be the right organization. If you have contacts in the carrier world that can give paper, that would be a big advantage. Equity/equity/equity.

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

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

Posted by Hollinger Jobs as of 1/11/17. Our client, a National broker with an established Ocean Marine practice and offices in the NY area, seeks a leader to manage their Ocean Cargo team and drive Cargo business and Client services. We seek an experienced individual with brokerage or carrier management background and solid knowledge of the full spectrum of ocean marine business, specifically complex cargo accounts. Responsibilities include supervision of staff, interaction with producers, and client interface for new business prospects and renewals. This is a collegial, professional culture working with an excellent team. BA or MBA is expected and insurance designations are a plus. Overall compensation is open and will reflect both experience and skill sets; target base is \$200K - \$250K plus appropriate incentives and full benefits package.

Please submit your resume in confidence to John R. Huttner, President, David J. Hollinger Associates / Hollinger 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@hollingerjbos.com. Hollinger is a member of: the National

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

(14) Excess Casualty Manager (\$200K - \$240K + Bonus & Stock)

New York

Top 40 P&C company with strong financial ratings and large surplus position seeks casualty executive to lead a division in their NY region. This operation targets companies \$200 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 relationships with wholesalers 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

(15) VP Underwriting / CUO (\$200K + Bonus & Equity)

NJ / NY

This is a highly-respected brand with consistently profitable results. You will have a strong commercial underwriting background in admitted primary business that likely is middle market segment and is driven through retail agencies. You will have a proven track record of leadership and be intellectually curious, passionate about continuing to move forward, improving the business along the way. This role will set policy, guidelines, working with excellent leadership to set and then implement business strategy. This is an opportunity to have impact and make a difference.

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

(16) Distribution / Marketing Executive (\$200K + Bonus)

Mid – Atlantic

This is an A rated commercial insurance carrier that uses the independent agency distribution system. This position will report to the President and have a seat at the leadership table. You will develop and design the strategic marketing strategy for this respectable regional carrier and then help have the plan executed through collaborative and influence leadership. This organization has a clear understanding of their values and the value they bring to their customers. This position will set the strategy to deliver and project that message.

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

(17) E&S Casualty Underwriting Executive (\$175K - \$225K + Bonus & Stock)

New York

Highly successful insurance group seeks underwriting executive to head their non-admitted primary casualty practice. This position will have responsibility for driving the

strategy, identifying the segments or niche markets, evaluating staff and approving underwriting authorities and attracting talent. The ideal candidate will have solid relationships with wholesale brokers that bring primary casualty surplus lines business. This is a national responsibility for brokerage E&S and may include some MGA business. This firm prefers small to middle market primary business as opposed to larger risks. They have the systems to write the small stuff and will consider a wide range of classes. They have had good success in the construction and products liability area and they look to grow this division.

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

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

Global P&C group with very established specialty business seeks 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. We have these positions in NY and Los Angeles.

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

**(19) VP Operations / Administration (\$150K - \$225K)
Ft. Lauderdale, FL / New York**

Insurance group seeks operations executive to lead the South Florida office. This firm owns MGA/MGU operations that write a variety of property, casualty and A&H coverages. This person will oversee finance and accounting while interacting with IT, underwriting and managing administration. Motivate underwriters and risk analysts and track compliance issues working with legal when necessary. Bilingual Spanish preferred.

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

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

Posted by Hollinger Jobs as of 1/11/17. Expanding property and casualty insurance retail brokerage with multiple locations is seeking 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 appropriate candidate should possess a strong commitment to customer service, relationship building and staff development, along with proficiency of various insurance software as well as Microsoft Office Suite products. Degree preferred, Property & Casualty License required. Additional Designations, including CPCU, ARM, RPLU strongly preferred. \$150K - \$200K base salary depending upon experience level, bonus/incentives, full benefits package.

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

(21) Workers Compensation Claims Director (\$150K - \$200K)

Nassau County, Long Island / Queens / Downstate Eastern NY

Posted by Hollinger Jobs as of 1/11/17. P&C Brokerage firm with long history of success, financial security and strong infrastructure for national business is seeking a Workers Compensation Claims Director to lead a new dedicated team for their Specialty Business Unit. The firm places, services and provides risk management consultation within a variety of property and casualty and group benefits products and services. The Workers Compensation Claims Director will be responsible for not only leading, directing and guiding their dedicated workers compensation claims team but will also be responsible for the overall client service, retention and business development. The Workers Compensation Claims Director will bring with them a strong professional reputation for managing a workers compensation claims unit and with that have firsthand expertise with having the responsibility for overseeing the team in negotiating rates for medical services, not just interacting with the carriers but with doctors and hospitals to provide the best coverage's at the best price for the client. The Workers Compensation Claims Director will be an assertive professional who knows how the overall workers compensation system works and has the experience, clout, motivation and confidence to affect the bottom line on behalf of the clients. 10-15 or more years of workers compensation claims management experience at a professional level preferably with an agency/ brokerage firm or mix of brokerage/ MGA/TPA. Carrier workers compensation claims leaders will be considered especially those with a mix of Carrier/Brokerage/TPA expertise. College degree required. P&C License required. Claims licenses and insurance designation strongly preferred. Strong professional, organizational, communication and interpersonal and computer skills. A background in sales and business development as well as client retention is preferred. Base salary \$150K - \$200K + depending upon experience level including full benefits package/incentives.

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

(22) Inland Marine Underwriting Director (to \$190K)

Atlanta

Posted by Hollinger Jobs as of 1/11/17. "A+" global carrier is seeking an Underwriting Director-Inland Marine for the Atlanta Region. The Director will take an active leadership role in partnering with the Vice President (Inland Marine) to develop and implement underwriting strategy that identifies profitable market opportunities, new product development, positive agent relationships, operational requirements and financial assessments. The Underwriting Director will also be responsible for hiring and directing the day-to-day activities of the underwriting staff. Additional responsibilities include: establishing and communicating underwriting profit goals and other measurements including loss ratio, new business development, policy count, account retention, etc.; analyzing individual risks and book of business results to manage and control underwriting exposure and pricing strategy consistent with company objectives; providing leadership and advice to staff in regard to underwriting risks; partnering with the Vice President to develop strategies and actions to resolve adverse trends or deviations from established underwriting standards identified through producer and account review audits; conducting Development Reviews and engage direct reports in developmental and skill building opportunities; participating in the recruitment and selection process to ensure the organization has the necessary talent to accomplish business goals; collaborating with internal and external business units to develop joint business plans, value propositions and cross-marketing programs; cultivating and maintaining relationships to develop and drive new business and programs, including representing the company at networking functions and other industry-related events that present and promote departmental initiatives to other external constituencies as appropriate. Successful candidates will have 10 or more years of industry experience underwriting and marketing inland marine business, as well as, proven background leading and mentoring underwriters. Strong technical, business development, computer and communication skills are a must. Bachelor's degree and continued industry designations (CPCU, AU, AMIM) are expected. Compensation to \$190K including bonus, full benefits package.

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

(23) Inland Marine Underwriting Director (To \$190K)**Boston**

Posted by Hollinger Jobs as of 1/11/17. "A+" global carrier is seeking an Underwriting Director-Inland Marine for the Boston Region. The Director will take an active leadership role in partnering with the Vice President (Inland Marine) to develop and implement underwriting strategy that identifies profitable market opportunities, new product development, positive agent relationships, operational requirements and financial assessments. The Underwriting Director will also be responsible for hiring and directing the day-to-day activities of the underwriting staff. Additional responsibilities include: establishing and communicating underwriting profit goals and other measurements including loss ratio, new business development, policy count, account retention, etc.; analyzing individual risks and book of business results to manage and control underwriting exposure and pricing strategy consistent with company objectives; providing leadership and advice to staff in regard to underwriting risks; partnering with the Vice President to develop strategies and actions to resolve adverse trends or deviations from established underwriting standards identified through producer and account review audits; conducting Development Reviews and engage direct reports in developmental and skill building opportunities; participating in the recruitment and selection process to ensure the organization has the necessary talent to accomplish business goals; collaborating with internal and external business units to develop joint business plans, value propositions and cross-marketing programs; cultivating and maintaining relationships to develop and drive new business and programs, including representing the company at networking functions and other industry-related events that present and promote departmental initiatives to other external constituencies as appropriate. Successful candidates will have 10 or more years of industry experience underwriting and marketing inland marine business, as well as, proven background leading and mentoring underwriters. Strong technical, business development, computer and communication skills are a must. Bachelor's degree and continued industry designations (CPCU, AU, AMIM) are expected. Compensation to \$190K including bonus, full benefits package.

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

(24) Inland Marine Underwriting Director (To \$190K)**Southern California**

Posted by Hollinger Jobs as of 1/11/17. "A+" global carrier is seeking an Underwriting Director-Inland Marine for the Southern California Region. The Director will take an active leadership role in partnering with the Vice President (Inland Marine) to develop and implement underwriting strategy that identifies profitable market opportunities, new product development, positive agent relationships, operational requirements and financial assessments. The Underwriting Director will also be responsible for hiring and

directing the day-to-day activities of the underwriting staff. Additional responsibilities include: establishing and communicating underwriting profit goals and other measurements including loss ratio, new business development, policy count, account retention, etc.; analyzing individual risks and book of business results to manage and control underwriting exposure and pricing strategy consistent with company objectives; providing leadership and advice to staff in regard to underwriting risks; partnering with the Vice President to develop strategies and actions to resolve adverse trends or deviations from established underwriting standards identified through producer and account review audits; conducting Development Reviews and engage direct reports in developmental and skill building opportunities; participating in the recruitment and selection process to ensure the organization has the necessary talent to accomplish business goals; collaborating with internal and external business units to develop joint business plans, value propositions and cross-marketing programs; cultivating and maintaining relationships to develop and drive new business and programs, including representing the company at networking functions and other industry-related events that present and promote departmental initiatives to other external constituencies as appropriate. Successful candidates will have 10 or more years of industry experience underwriting and marketing inland marine business, as well as, proven background leading and mentoring underwriters. Strong technical, business development, computer and communication skills are a must. Bachelor's degree and continued industry designations (CPCU, AU, AMIM) are expected. Compensation to \$190K including bonus, full benefits package.

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

(25) Inland Marine Underwriting Director (To \$190K) NYC

Posted by Hollinger Jobs as of 1/11/17."A+" global carrier is seeking an Underwriting Director-Inland Marine for NYC. The Director will take an active leadership role in partnering with the Vice President (Inland Marine) to develop and implement underwriting strategy that identifies profitable market opportunities, new product development, positive agent relationships, operational requirements and financial assessments. The Underwriting Director will also be responsible for hiring and directing the day-to-day activities of the underwriting staff. Additional responsibilities include: establishing and communicating underwriting profit goals and other measurements including loss ratio, new business development, policy count, account retention, etc.; analyzing individual risks and book of business results to manage and control underwriting exposure and pricing strategy consistent with company objectives; providing leadership and advice to staff in regard to underwriting risks; partnering with the Vice President to develop strategies and actions to resolve adverse trends or deviations from established underwriting standards identified through producer and

account review audits; conducting Development Reviews and engage direct reports in developmental and skill building opportunities; participating in the recruitment and selection process to ensure the organization has the necessary talent to accomplish business goals; collaborating with internal and external business units to develop joint business plans, value propositions and cross-marketing programs; cultivating and maintaining relationships to develop and drive new business and programs, including representing the company at networking functions and other industry-related events that present and promote departmental initiatives to other external constituencies as appropriate. Successful candidates will have 10 or more years of industry experience underwriting and marketing inland marine business, as well as, proven background leading and mentoring underwriters. Strong technical, business development, computer and communication skills are a must. Bachelor's degree and continued industry designations (CPCU, AU, AMIM) are expected. Compensation to \$190K including bonus, full benefits package.

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

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

Southeast Region / Georgia

Posted by Hollinger Jobs as of 1/11/17. Established, financially secure and growing Property and Casualty Company with both domestic and global insurance and reinsurance platforms is seeking as part of the continued growth a Senior E&S Property Underwriter to generate new business and build the Southeast Region. The appropriate candidate will have 6-10 years of excess and surplus lines property underwriting, marketing and in addition, leadership or willing to take on leadership responsibilities with a proven background growing and developing E&S property business, both CAT and Non-CAT business, as well as, bringing established wholesale brokerage relations. The Senior Underwriter who will also maintain current wholesale brokerage relationships, working closely with and having the support of the Corporate Underwriting Division, will have the opportunity to build and develop their own underwriting team as that book and region grows. Candidates in the Atlanta, Georgia region meeting qualifications highly desirable. Relocation consideration based on proven success developing E&S property business and leadership background. College degree required. Insurance designations (CPCU, CIC) highly desirable. Compensation \$150K - \$190K base salary including strong bonus plan (20%-40%), fully paid benefits, strong 401K.

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

Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

**(27) Senior Excess Casualty Underwriter (\$125K - \$190K)
Southern CT / NYC Region**

Posted by Hollinger Jobs as of 1/11/17. "A+" property and casualty insurance carrier in strong financial standing is seeking a Senior Level Excess Casualty Underwriter. The appropriate candidate will 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.

**(28) Loss Control Manager (Up to \$175K)
NYC Region**

Posted by Hollinger Jobs as of 1/11/17. "A+" property and casualty insurance carrier is seeking a Loss Control Manager to lead, direct and guide a team of Loss Control Representatives. The qualified candidate will have 8-10 years of direct commercial lines safety, risk and loss control experience preferably within the insurance carrier environment. Property and casualty coverage background required. Leadership experience (Team Leader, Supervisor, Manager Levels) required. Responsible for guiding, leading, training and developing Loss Control Representatives within the assigned region. Conduct visitations with representatives as needed. Bachelor's Degree required, preferably in engineering, safety, risk control or related field. Insurance Designations and appropriate licenses for risk/ loss control preferred. Preferred candidate will have a strong base and technical knowledge for risk and loss control principles and concepts with a niche for commercial property and casualty lines of coverage along with existing leadership background. Compensation to \$175K depending upon experience level, management bonus and full benefits package.

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

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

NYC

Posted by Hollinger Jobs as of 1/11/17. Top retail brokerage, handling both P&C and group benefits, is seeking a CL Team Leader for NYC. This is an excellent position for a Sr. Account Executive/Team Leader who wants to move their career to the next level. Qualified candidates must have experience servicing a diversified portfolio of large middle market commercial P&C accounts. This position is hands-on, both handling accounts and supervising a team of 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, www.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 atjalieberman@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist 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).

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

NYC

Posted by Hollinger Jobs as of 1/11/17. Well established insurance brokerage seeks a Senior Account Executive to service consequential Ocean/Marine Cargo accounts. The qualified candidate should be growth minded and sales oriented with 10 or more years in commercial retail brokerage handling multinational and captive accounts wherein experience with bulk commodity risks and Stock Throughput policies are the norm. Position requires solid market knowledge and strong negotiation skills including complex submissions and coverage recommendations for large marine cargo accounts. This is a collegial, professional culture working with an excellent team. Degree & 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@hollingersjobs.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@hollingerjbos.com. Hollinger is a member of: the National Insurance

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

(31) Risk Management / Broker (\$120K - \$150K + Participation)

Miami, FL

This is an opportunity to have real impact on this global organization in the U.S. Our customer is a European firm with diverse business interests and product capabilities. They have customers here in the states in construction, large infrastructure projects and large institutions. You will interact with risk managers and CFO's of their customers to understand the details of their needs to be able to direct the resources of the firm to have a positive outcome. This is not a sales job but a relationship management role.

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

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

NJ / NYC

Posted by Hollinger Jobs as of 1/11/17. Global specialty carrier writing a variety of commercial, professional and personal lines business and in continued growth mode is seeking a Builders Risk/Construction Underwriter to underwrite a new book of niche business with an emphasis on housing, strip malls/centers, restaurants, etc. CAT background a plus. The qualified underwriter will have 3-10 years of builders risk/property/construction underwriting and marketing coming from a carrier or MGA underwriting facility. Proven business relationships building and marketing background including developing brokerage relationships. This position is with an established company writing a startup niche business product. As the book grows the Underwriter will take on more responsibility. The position requires an individual motivated to developing and creating a book and who would be seeking additional professional growth based on their performance, achievements, and accomplishments. Bachelor's Degree preferred. Designations (CPCU, CIC) preferred. Strong organizational, technical, interpersonal and leadership skills. Compensation is based on experience, \$80K - \$130K + base (DOE) including bonus/incentives and full benefits package.

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

(33) Brokerage Senior AE (\$125K +)

NYC / LI

Posted by Hollinger Jobs as of 1/11/17. Growing boutique broker in the NYC area needs a Senior AE to manage a team of service people, handle accounts, advise on

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

Please submit resumes in confidence to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com, or call John at 732.247.5656. Hollinger is a member of: (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).

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

Posted by Hollinger Jobs as of 1/11/17. Specialty insurance retail brokerage firm is seeking a Senior Commercial Lines Account Executive for their New York City location. The qualified candidate will 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 ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

Posted by Hollinger Jobs as of 1/11/17. P&C brokerage firm with strong financials, infrastructure and support is seeking a Team Leader-Brokerage/VIP Personal Lines to run and develop the new Delaware County location. The qualified candidate will have 8-15 years of progressive VIP/HNW Personal Lines leadership experience including sales, marketing, service, client advisement and business development. Proven technical skill sets with broad personal lines VIP product offerings as well as a strong following and true business development expertise. Proven leadership experience

including training and developing personal lines VIP professionals. Bachelor's Degree required. Designations a plus. P&C Brokers license. \$100K - \$125K DOE including bonus/incentives/benefits package. This position requires an articulate, polished, and organized VIP/HNW personal line professional with proven leadership experience and proven background and interest with developing startup operations.

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

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

Boston

Posted by Hollinger Jobs as of 1/11/17. P&C brokerage firm with strong financials, infrastructure and support is seeking a Team Leader-Brokerage/VIP Personal Lines to run the Boston area location. The qualified candidate will have 8-15 years of progressive VIP/HNW Personal Lines leadership experience including sales, marketing, service, client advisement and business development. Proven technical skill sets with broad personal lines VIP product offerings as well as a strong following and true business development expertise. Proven leadership experience including training and developing personal lines VIP professionals. Bachelor's Degree required. Designations a plus. P&C Brokers license. \$100K - \$125K DOE including bonus/incentives/benefits package. This position requires an articulate, polished and organized VIP/HNW personal line professional with proven leadership experience (will be supervising a small team of 2-3).

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

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

New York City, NY

Posted by Hollinger Jobs as of 1/11/17. Large retail brokerage firm is seeking a Commercial Account Executive to service and act as client adviser for an existing book of middle and large market commercial accounts. Proven background servicing multi line commercial accounts, ideally mid to large size accounts, including marketing and account rounding. Full service functions with additional junior AE support. Professional growth opportunities. Must have a background as a commercial generalist account executive with a mix of real estate, construction, restaurants and some wholesale/retail. College degree preferred. 6-10 or more 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 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.

(38) 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 you will be involved in strategy for your market. You 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

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

Posted by Hollinger Jobs as of 1/11/17. "A+" property and casualty insurance carrier is seeking a Commercial Underwriting Team Leader. The appropriate candidate will be responsible for underwriting and marketing small to mid-size commercial accounts (Property and Casualty). Experience with habitation, products, real estate, mercantile required. Experience developing relationships with the brokerage community, including wholesale brokers and having an excess and surplus lines background required. In addition to underwriting and marketing, the Team Leader will be responsible for overseeing a group of 2-3 underwriters and their successful contributions to underwriting profitable business and establishing brokerage and MGA relationships. Bachelor's Degree required. Designations a strong recommendation. Proven pc and technical skill sets and ability to present to brokers and senior management. P&C Carrier underwriting required and will consider underwriters with 10-15 years direct experience. \$120K+ base including bonus and full benefits package.

Please submit resumes to Jim Lieberman, 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.

(40) Workers Compensation Claims Specialists (\$80K - \$120K)

Nassau County, Long Island / Queens / Downstate Eastern NY

Posted by Hollinger Jobs as of 1/11/17. P&C brokerage firm with long history of success, financial security and strong infrastructure for national business is seeking multiple Workers Compensation Claims Specialists to join a newly developed team for their Specialty Commercial Lines Business Unit. The firm, places, services and provides risk management consultation within a variety of property and casualty and group benefits products and services. The WC Claims Specialist is a new position(s), part of their dedicated Workers Compensation Claims Team developed for 2017 to provide outstanding claims service to their Specialty Commercial Lines Unit client base. This position will provide workers compensation claims service and consultation to their national client base. In addition, the WC Claims Specialist(s) will be highly proactive in negotiating rates for medical services, not just interacting with the carriers but with doctors and hospitals to provide the best coverage's at the best price for the client. The WC Claims Specialist(s) will be assertive professionals who understands the workers compensation claims systems and have the experience, clout, motivation and confidence to affect the bottom line on behalf of the clients. 5-10 or more years of workers compensation experience at a professional level preferably with an agency/ brokerage firm or mix of brokerage/ MGA/TPA. Carrier workers compensation claims professionals will be considered especially those with a mix of Carrier/Brokerage/TPA expertise. College degree required. P&C license required. Claims licenses and insurance designations strongly preferred. Sophisticated and polished professional, organizational, communication, interpersonal and computer skills required. A background in sales and business development as well as client retention is preferred. Base salary can be in the \$80K - \$120k depending upon professional experience level including benefits package.

Qualified WC Claims Specialist 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: 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.

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

NYC

Posted by Hollinger Jobs as of 1/11/17. Our client, a well-established large brokerage firm providing commercial, personal, professional lines and group benefits products and services is seeking a Senior Commercial Account Executive for their NYC office to service consequential Construction Accounts. The qualified candidate should have 10 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 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.

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

NJ

Posted by Hollinger Jobs as of 1/11/17. "A+" property and casualty insurance carrier is seeking a Senior Commercial Underwriter/Team Lead, responsible for underwriting new business and developing brokerage relationships nationally. 8-10 years of insurance carrier underwriting, commercial multi line or package account background, standard and/or excess and surplus lines as well as ability to interact positively with the brokerage community. Proven background taking ownership in a book of business as well as any current leadership responsibilities preferred. This is a professional growth position with existing team lead responsibilities. College degree required, CPCU preferred. \$80K - \$110K + depending upon experience + bonus plan and full benefits package.

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

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

CT

Posted by Hollinger Jobs as of 1/11/17. Leading wholesale brokerage and MGA with both regional and national platforms is seeking an addition to their production team, a Casualty Wholesale Broker to develop new business opportunities within the State of

Connecticut and surrounding region, which can include NY and other New England states. The qualified candidate will be responsible for acting as the primary negotiator of policy terms and conditions that obtain the most effective insurance programs to address client needs. Responsible for assessing client needs, designing solutions and negotiating policy terms and conditions so as to obtain coverage that is in a client's best interests. Support broker team in the solicitation and servicing of clients and the broking of their insurance programs. Work closely with broker team to understand and deliver on client's needs. Identify and analyze client exposures with routine assistance of junior team members to develop effective client risk treatment and placement strategies. Obtain the most appropriate program coverage based upon client objectives by developing and executing, in conjunction with the client, an agreed upon structure and strategy. Serve as a source for information concerning market trends, pricing practices and other underwriting policies. The qualified candidate will 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 coverage's, as well as a strong underwriting of the national marketplace, strong leadership and mentoring skills. Proven technical and pc skills, with good negotiating background, problem solving and a strong sense of urgency. This position is designed for a broker or production underwriter seeking both long term professional and financial growth opportunities, with a strong sense and interest in sales and business development. Compensation based on experience level, \$75K - \$110K base including bonus structure and full benefits package. College degree required. P&C License required.

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

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

New York City

Posted by Hollinger Jobs as of 1/11/17. Specialty insurance retail brokerage firm is seeking a Personal Lines Account Executive for their New York City location. The qualified candidate will 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 ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

**(45) Client Manager (To Mid to High \$100K's plus Participation)
New York Tri State Area**

Global reinsurance carrier has an opportunity within the New York Tri State area for a skilled Treaty Reinsurance professional possessing strong analytical and technical ability that would be interested in utilizing their skills by assisting clients in managing their major risks and exposures. This opportunity will deal with their vast array of insurance lines including property, casualty and specialty and will require a solid understanding of underwriting or experience from an underwriting perspective. This is a front facing role that will require a professional that is very comfortable in dealing with C-Suite executives (CEO's, CFO's, CUO's and Heads of Ceded Re) through a consultative approach. The ability to anticipate the client's needs and understand their motivations and decision making processes will be a plus. Depending on skill level this could be an opportunity to be in the first chair or be mentored by some of the best in the industry.

If you are an intelligent, intuitive, technically skilled professional with dynamic relationship building skills and would like to learn more, please contact Rick Mockel at 954.421.0122 or email me at rick@iicuri.com. www.insurancerecruitersusa.com

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

Posted by Hollinger Jobs as of 1/11/17. Large brokerage placing commercial, professional and personal lines along with group benefits is seeking a Large Group Benefits-Senior Account Executive. The qualified Group Benefits professional will have a background servicing a variety of voluntary and involuntary products and services for large groups of 100+lives who brings a strong and professionally stable background. The Group Benefits professional can come from any combination of brokerage, carrier or TPA work environments possessing a large group benefits servicing function. Must have a background handling open enrollment and presenting and servicing to groups from start to finish. The qualified candidate must have strong technical and broad computer skills who is proficient with HealthConnect, familiar with benefitPoint and up to date on the Affordable Care Act. College degree preferred. Life & Health License required or if coming from the carrier side willing to obtain within a reasonable and agreeable time frame. Compensation includes base salary which can be in the six

figure range depending upon experience level including incentives /full benefits package.

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

(47) Senior Commercial Underwriter (\$90K - \$100K)

Hartford Region

Posted by Hollinger Jobs as of 1/11/17."A+" property and casualty insurance carrier is seeking a Sr. Commercial Underwriter to underwrite new and renewal business for small to medium size accounts throughout the State of Connecticut. 7-10 years of carrier commercial multi line or package underwriting with a strong mix of technical and business development skill sets to develop agency relationships throughout the State. Some travel within Connecticut to agents and brokers. Proven organizational, technical, analytical and interpersonal skills. The qualified Underwriter will have a proven track record of managing accounts and growing a profitable book of business. Strong background with construction accounts a plus but not required. College degree and insurance designations preferred (CPCU, ARM, CIC). \$90K - \$100K base including incentives, full benefits package.

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

(48) Workers Compensation Claims Supervisor (\$90K - \$100K)

New York City

Posted by Hollinger Jobs as of 1/11/17. "A+" property and casualty insurance carrier is seeking a Workers Compensation Claims Supervisor. The qualified candidate will have 5-10 years of workers compensation claims handling/examiner work, coming from a carrier or combination Carrier/TPA/Brokerage with a proven background handling WC claims from start to close. NY Labor Law a plus. Leadership background in claims preferred and/or will consider a sr. claims examiner with a strong progression of experience seeking to move into a leadership role. Supervise team of WC Claims examiners and assistants (roughly 6 professional's total). Strong attention to detail and proven background providing excellent documentation. College degree required. Designations a plus. \$90K - \$100K base depending upon experience level including incentives / full benefits package / 401K.

Qualified WC Claims Examiners should submit their resume in confidence to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability

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

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

Posted by Hollinger Jobs as of 1/11/17. Growing national property and casualty carrier with a niche in commercial specialty lines is seeking 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 will have a mix of both commercial lines new business underwriting and marketing from a 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 travel, including overnight. The qualified candidate will 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 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.

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

Posted by Hollinger Jobs as of 1/11/17. "A+" property and casualty insurance carrier is seeking a Senior Loss Control Representative due to new market expansion for the Northern New England Region. The Senior Property Loss Control Representative will telecommute and build relationships with existing agents and insureds. Provide detailed risk assessments on complex accounts while working with a variety of clientele with special focus on the wood products, transportation and logging

industries. The qualified candidate will be detail oriented, exhibit a high degree of technical skills and have excellent communication skills. Candidates with a bachelor's degree in occupational health and safety, engineering or science preferred. Property expertise and professional credentials such as CSP, ALCM, PE, or CIH are also a plus in addition to prior property/fire protection training. \$80K - \$100K base including full benefits package.

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

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

NYC

Posted by Hollinger Jobs as of 1/11/17. An internal promotion and expansion has created a job opportunity within one of our quality brokerage clients. This will be the #3 role in the department with a plan to groom and grow the chosen candidate to move into a more senior role. We seek 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 will have 7-10 or more 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 ccaufield@hollingerjobs.com. Hollinger is a member of: (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).

(52) Commercial Lines Marketing Specialist (\$70K - \$100K)

Southwest Florida

Posted by Hollinger Jobs as of 1/11/17. Our client, a well-established FL broker with a solid book of business, seeks a large accounts Commercial Lines Marketing Specialist for their SWFL office. Ongoing growth has created this role to work with the production staff and Sr. AEs, marketing all P&C lines to both carriers and wholesalers. Ideally we would like 2-3 years of large accounts P&C experience marketing FL business, along with specific knowledge of large condos, hotels, commercial construction, building projects, hospitals and medical centers. Candidates must be able to balance multiple

priorities, possess strong negotiation skills, the ability to network and build relationships, as well as, be comfortable, e to work in fast-paced team environment, balancing multiple priorities. Compensation is up to \$70K - \$100K base DOE. The company has a full benefits package and pays bonuses and commissions where appropriate.

Please submit your resume in confidence to John R. Huttner, President, www.hollingerJobs.com. You may contact John at jrhuttner@hollingerjobs.com, or at (ofc) 239.213.0288 or 732.247.5656 or (cell) 732.319.0670. Hollinger is a member of: the Society for Human Resource Management (SHRM), the Top Echelon Network, the National Insurance Recruiters Association (NIRA), the Professional Liability Underwriting Society (PLUS), the Worldwide Employee Benefits .Association.

(53) Property Claims Examiner (\$60K - \$100K)

NYC

Posted by Hollinger Jobs as of 1/11/17. "A+" property and casualty insurance carrier is seeking a Property Claims Examiner for NYC. The appropriate candidate will have 3-5 years minimum of property claims experience, commercial or homeowner's property. Review all new property claims reported for the states in which the examiner has responsibility. Receive and review all reports from independent adjusters on new and pending claims. Direct company's response to claims, including outside experts and obtaining coverage opinions. Make coverage decisions and authorize loss settlements or claim denial through independent adjusters. Assume responsibility for raising, lowering, or closing out property loss reserves. Conduct meetings with insured, brokers, and public adjusters so that the adjustment process advances to a final resolution. Work with in-house or outside counsel on coverage reviews and decisions. Alert management to problem risks and supply underwriting department with loss information and background materials for renewal/premium decisions. Strong negotiation skills. Strong knowledge of investigation techniques. Excellent computer skills. Knowledge of ImageRight a plus. Excellent communication skills including both oral and written. Excellent attention to detail with ability to thoroughly analyze data and know when additional data is needed. Strong documentation skills. Bachelor's Degree required. Adjuster's license. \$60K - \$100K based on experience, including full benefits, 401K, incentives.

Qualified property claims examiners should submit their resumes in confidence to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.247.5656. This is a commercial lines property claims position and will consider homeowner property claims professionals for this position and excellent opportunity to transition to commercial property claims. 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.

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

NYC Downtown

Posted by Hollinger Jobs as of 1/11/17. Our client, an established insurance brokerage firm in NY, seeks a motivated professional to work in an AE role with large middle market accounts with premiums up to 2M (real estate, manufacturing, financial firms). Position handles day to day account servicing and management, including client interface. Candidates should have 5-10 years of experience in a client servicing role, excellent communication and relationship building skills, as well as strong technical competencies. This is a friendly team oriented environment. College degree and licenses are preferred. Advanced degree, CPCU, CIC, etc. are a plus. Compensation is flexible, DOE. \$75K - \$95K+ and bonuses.

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

(55) Brokerage / Agency Claims Specialist – Commercial Lines (To \$90K)**NYC**

Posted by Hollinger Jobs as of 1/11/17. Well established, financially strong and professionally run retail brokerage firm providing commercial, personal, professional, specialty and group benefits is seeking a Claims Specialist for Commercial Lines. The appropriate candidate will have 5-10 years of commercial claims (property and casualty) background, preferably from a retail brokerage/wholesale brokerage/ MGA or TPA environment. Proven background and thorough expertise with commercial lines claims, strong technical abilities and proven background acting as a liaison between the client and carrier claims team. Background providing consultative service regarding claims and risk management to the client. Bachelor's Degree preferred. P&C and claims licenses preferred. Excellent communication, organizational, interpersonal and computer skills required. Base salary to \$90K including full benefits package.

Qualified claims 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: 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.

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

Posted by Hollinger Jobs as of 1/11/17. Our client, a well-established brokerage firm in NYC, is expanding and seeks two additional AEs to work with larger sized accounts (average account revenue is \$20K - \$50K +). This is a well-run, friendly, team oriented office with AEs being responsible for account management, client interface and coordinating all service functions and related marketing. Qualified candidates should have a minimum of 5-15 years' experience with consequential accounts. Industry disciplines should include real estate, hotels, financial services and related insurance matters. College degree and licenses are expected. Advanced degree, CPCU, CIC, etc. are preferred. Compensation will be up to \$90K, DOE.

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

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

Posted by Hollinger Jobs as of 1/11/17. 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 seek an experienced AE with solid background in fine arts and related fields (auction houses, galleries, museums, jeweler's block, private collections, etc.). This confidential search requires an experienced P&C broker with a history of leadership and mentoring within their organization, and specific experience in Fine Arts. Position requires flexibility in balancing client interface, technical expertise, troubleshooting, client enrollment and retention. Some travel is expected. Ideally, candidates will 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.

(58) Senior Product Analyst (\$85K - \$90K)

NYC

Posted by Hollinger Jobs as of 1/11/17. "A+" property and casualty insurance carrier is seeking a Senior Product Analyst for State Filings and Compliance. The qualified candidate will provide operational, data management, and analytical support for Product Development Department, including State Filing and Actuarial teams. Commercial Lines background required. 5 or more years of direct compliance, regulatory or state filings background with a P&C carrier required. Proficiency with Microsoft Office Suite of products, particularly Excel and PowerPoint. Experience with Insurity (Policy Decision System) preferred. General understanding of insurance state filing process and database (SERFF) Advanced analytical, problem solving, and research skills. Effective communication skills for writing reports/proposals and making presentations. Bachelor's Degree required. CPCU designation preferred. \$85K - \$90K including full benefits package, 401K.

Qualified analysts 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).

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

Posted by Hollinger Jobs as of 1/11/17. Long standing retail brokerage firm offering property and casualty commercial and personal lines and group benefits/life & health products is seeking 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).

(60) Commercial Account Executive (Up to \$85K)

NY

Posted by Hollinger Jobs as of 1/11/17. Large retail brokerage firm is seeking a Commercial Account Executive to service and act as client adviser for an existing book of middle and large market commercial accounts. Proven background servicing multi line commercial accounts, ideally mid to large size accounts, including marketing and account rounding. Professional growth opportunities. Must have a background as a commercial account executive with a history of restaurant accounts handling. College degree preferred. 6-10 or more 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. Up to \$85K depending upon experience level, bonus plan and full benefits package.

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

(61) Commercial Lines Marketing Specialist (\$65K - \$85K)**NY**

Posted by Hollinger Jobs as of 1/11/17. Our client a well-established and growing brokerage operation is seeking 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 will 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 coverage's. 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 ccaulfield@hollingerjobs.com. Hollinger is a member of: (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).

(62) Brokerage High Net – Worth / VIP PL AE (To \$80K)**North / Central NJ**

Posted by Hollinger Jobs as of 1/11/17. Well established retail brokerage firm with strong organic growth is seeking 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).

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

Philadelphia PA Region

Posted by Hollinger Jobs as of 1/11/17. Our client, an established & thriving brokerage firm, is seeking a broker AE with real estate experience. The ideal candidates will 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@hollingersjobs.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.

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

MD

Posted by Hollinger Jobs as of 1/11/17. Our client, a well-established and growing P&C/ MGA company, is seeking 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 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 will 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 ccaulfield@hollingerjobs.com or call Cat at 732.247.5656. You may contact James A. Lieberman, jalieberman@hollingerjobs.com or John R. Huttner, jrhuttner@hollingerjobs.com. Hollinger is a member of: (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).

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

NJ

Posted by Hollinger Jobs as of 1/11/17. Our client seeks a professional individual to support the Director and a Sr. Analyst in a global RM department. This is the no. 3 position and an excellent opportunity for a highly motivated, team oriented individual who is seeking a more challenging position that will better utilize their talents. The company will consider candidates with 2-3 years + of experience in Risk Management, Underwriting, Claims or general insurance experience. Knowledge of a broad range of property and casualty coverage's, as well as, knowledge of the overall healthcare industry, the medical community, pharmaceuticals and/or the life science industry is a plus. Compensation is up to \$60K - \$80K base plus generous benefits and bonus.

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

(66) Brokerage – Group Benefits Account Executive (To \$75K)

Southern CA

Posted by Hollinger Jobs as of 1/11/17. Established retail brokerage firm with national platform is seeking a Group Benefits Account Executive for their Southern California branch location, responsible for managing client relationships in the Benefits Department, which includes account servicing, coverage negotiation, producing successful renewals, implementing new lines of coverage and identifying new business opportunities. This is a full service account executive role with responsibilities and experience handling small groups and groups from 50-500 lives. 4-7 years of direct

account management for small and mid-size groups including marketing and negotiation of insurance coverage's. Strong knowledge of agency management systems with a good mix of client contact and sales experience preferred. Bachelor's Degree preferred. Retail brokerage background including valid CA State Life, Accident and Health Brokers License required. Continued interest in professional development preferred. Base salary to \$75K base depending upon experience level, including full benefits package.

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

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

Westchester / Rockland County / Lower CT

Posted by Hollinger Jobs as of 1/11/17. Our client an established and growing P&C insurance brokerage operation is seeking an Assistant Controller to join their Accounting Team. The chosen candidate will be 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

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

Westchester County

Posted by Hollinger Jobs as of 1/11/17. 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' 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).

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

Posted by Hollinger Jobs as of 1/11/17. Our client, an established and thriving broker with offices in the NYC seeks an Ocean Marine Cargo Account Executive. The chosen candidate should have 7 or more years of proficiency in Ocean Marine, Hull, Cargo mid-size account management experience, including servicing of new and renewal business. College degree and/or insurance licenses and designations required. Compensation is up to \$75K, DOE.

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

(70) Small Group Benefits Account Manager (\$50K – \$75K) NY

Posted by Hollinger Jobs as of 1/11/17. Large and financially successful brokerage firm is seeking a Small Group Benefits Account Manager, responsible for handling a book of small group benefits accounts (100 lives and under). The chosen candidate will be responsible in handling 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.

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).

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

Posted by Hollinger Jobs as of 1/11/17. Our client an established and profitable retail brokerage is seeking a Sr. Personal Lines Account Executive to service and market new and renewal business. VIP account background desirable. The chosen candidate will have at least 7yrs 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 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.

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

Established and profitable retail brokerage is seeking a Personal Lines Account Executive to service and market new and renewal business. VIP account background desirable. Requirements: 3-5 years of 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.

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

Posted by Hollinger Jobs as of 1/11/17. Our client a well-established large brokerage firm is seeking a Commercial Lines CSR/Account Manager for their NYC office. The qualified candidate will have 5+yrs 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, 50-60K plus benefits.

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.

(74) Brokerage Account Executive (Up to \$60K)

North Central NJ

Posted by Hollinger Jobs as of 1/11/17. Established brokerage seeks an experienced P&C commercial lines Account Executive to handle an existing book of business and work with producers in a fast-paced team environment. Candidate must have knowledge of Applied/Epic systems, preferably hands-on. This position requires 4 or more years P&C insurance experience; P&C broker's license is a necessity. Compensation is up to \$60K, DOE.

Please submit your resume in confidence to Fran Farber, Senior V.P. at fran@hollingerjobs.com, or contact Fran at 201.886.9300. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

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

NYC

Posted by Hollinger Jobs as of 1/11/17. Established and profitable NYC brokerage is seeking 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 of 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 ccaufield@hollingerjobs.com. Hollinger is a member of: (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).

(76) Workers Compensation Claims Assistant (\$45K - \$55K)

Nassau County, Long Island / Queens / Downstate Eastern NY

Posted by Hollinger Jobs as of 1/11/17. P&C Brokerage firm with long history of success, financial security and strong infrastructure for national business is seeking a Workers Compensation Claims Assistant to join a newly developed team for their Specialty

Commercial Lines Business Unit. The firm, places, services and provides risk management consultation within a variety of property and casualty and group benefits products and services. The WC Claims Assistant is a new position, part of their workers compensation claims team developed for 2017 to provide service to their Specialty Commercial Lines Unit client base. This position will provide administrative and professional support to the Workers Compensation Claims Specialists and the Workers Compensation Claims Director as it relates to all workers compensation claims needs within the Specialty Group. 3-5 years of administrative support in a claims environment, preferably workers compensation claims, with an agency/ brokerage firm or mix of brokerage/ MGA/TPA. College degree preferred but not required. Strong professional, organizational, communication and interpersonal skills. Excellent computer skills and proven background working with insurance carrier claims departments. \$45K - \$55K depending upon experience level including benefits package.

Qualified WC Claims Assistant 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: 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.

**(77) Associate Account Manager Specialty Commercial Business (\$40K - \$55K)
NYC**

Posted by Hollinger Jobs as of 1/11/17. Large and financially successful retail brokerage firm is seeking an Associate Account Manager responsible for servicing small to mid-size commercial insurance accounts for a long standing specialty insurance business segment-national accounts. The chosen candidate will also be responsible for supporting and assisting Account Executives and/or the Team Leader with larger accounts. Applicants should have experience marketing, underwriting, servicing, renewal negotiation, risk analysis, consulting, problem resolution, reviewing and rating. Qualifications include 2-5 years of commercial account management experience (specialty accounts experience a plus) with a retail brokerage firm. P&C License required. College degree required. Experience with AMS 360 and WorkSmart preferred. Strong customer service and computer skills required. \$40K - \$55K base including full benefits package/incentives.

Please submit all resumes, referrals, and questions 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).

**(78) Group Benefits Account Manager (\$50K +)
Central New Jersey / Monmouth County**

Posted by Hollinger Jobs as of 1/11/17. Established retail brokerage firm running P&C and group benefits divisions is seeking 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%) and small(30%) groups. 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.

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

Posted by Hollinger Jobs as of 1/11/17. Large and financially successful retail brokerage firm is seeking an Assistant Commercial Account Executive, responsible for servicing multi line commercial accounts, marketing, underwriting, servicing, renewal negotiation, risk analysis, consulting, problem resolution, reviewing and rating. Qualifications include 1-5 years of commercial multi line account management with a retail brokerage firm. P&C License required. College degree required. Experience with Sagitta or AMS 360 preferred. Strong customer service and computer skills required. \$40K - \$50K base including full benefits package/incentives.

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

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

Posted by Hollinger Jobs as of 1/11/17. Our client, an established broker with offices in the Philadelphia area, seeks Customer Service Representative / Assistant Account Manager for day to day servicing of mid-sized commercial lines business including new and renewal business. Ideal candidates should have a broad range of commercial accounts experience, (both sizes and industries), in addition to excellent customer service skill sets, and strong communication, organizational and analytical skills. This is a small, friendly team, and everyone works together for maximum results. College degree and licenses are expected. College degree and/or insurance licenses and designations required. Compensation will be a base of \$40K - \$50K DOE, plus benefits.

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

(81) Group Benefits Account Specialist (\$35K - \$40K)

Northern NJ

Posted by Hollinger Jobs as of 1/11/17. Large and financially successful brokerage firm is seeking a Group Benefits Account Specialist, responsible for providing service and support to the Group Benefits Account Management team. Qualifications include 1-5 years of 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

(82) Ace Insurance Agency- Ace Hardware Corporation Account Manager – Commercial Lines

Oak Brook, IL

As of January 31, 2017

Description: This individual will be responsible for the new business development of pre-qualified prospects and account rounding of renewal. The Account Manager will have the opportunity to focus on the development of pre-submission strategies including, but not limited to: coordinating with internal/external stakeholders regarding service, claims, loss prevention and other agency functions. Review and analyze commercial accounts for coverage, limits, etc., and make appropriate recommendations to the client. Negotiate with underwriting to obtain comprehensive programs that highlight cost, coverage, and service components. Assist in the preparation of client proposals based on client's needs, rates and coverage's. Present renewal proposal to insureds, including premiums, pay plans, coverage's, limits and

options. Keep informed of changes and trends within the industry for the purpose of anticipating and responding to agency objectives.

Requirements: Valid insurance license with bachelor's degree or equivalent work experience 4-6 years of progressive work experience in commercial insurance marketing and sales. Highly effective oral and written communication skills, including presentation, persuasion, timing, tact and negotiation skills. Knowledge of Applied Agency Management systems (TAM & EPIC) preferred. Experience with Microsoft Office products, especially MS Excel. With excellent organizational, interpersonal, communication skills and ability to work in a team environment and Ability to work from 9:30 am to 6:00 pm.

To apply, send resumes to Brooke Crosley at 630.990.6600 or bcros@acehardware.com

(83) Ace Insurance Agency- Ace Hardware Corporation
Jr. Technical Sales Assistant
Oak Brook, IL

As of January 23, 2017

Description: As the Jr. Technical Sales Assistant you will provide, above average customer service to Ace retailers while supporting the entire agency team and their combined efforts. This position will work directly with the Technical Sales Assistant's (TSAs) and Ace Retailers by answering phone calls, emails, and corresponding in a timely manner. The JTSA will report to the Technical Sales Supervisor and work closely with the entire agency team to ensure that our retailer clients, receive the best service on the planet. Other responsibilities include: processing renewal placements, endorsements and other customer service orientated duties. Notify AIA staff and update agency management system of all new and cancelled Ace stores. Send out welcome letter to new Ace stores. Manage the prospective Ace store expiration database. Prepare and email Certificates, ID cards, endorsements, audits and other various billings. Prepare and reconcile agency billing invoices and related wire transfers / work with vendors on AIA payment processes. Assist in conducting policy reviews and audits. Assist in the rating of new business submission using online systems. Assist AIA Management team with service orientated requests, special projects or other duties as assigned.

Requirements: Must be detailed oriented, very organized and able to handle multiple tasks. Must have good team skills as well as be able to work independently and meet deadlines. An analytical thinker, who is a self-starter and is self-motivated. Above average verbal and written communication skills. Has above average customer service

skills. 1- 3 years' insurance agency or insurance company experience. Property and Casualty Insurance License, preferred. Solid working knowledge of Microsoft office. Experience or familiarity with SAP. Insurance agency and experience with Applied Systems is a plus.

To apply, send resumes to Brooke Crosley at 630.990.6600 or bcros@acehardware.com

(84) Advisen Ltd.
Circulation and Subscriptions Director
New York City, NY
As of January 11, 2017

Description: Advisen is seeking an experienced Circulation and Subscriptions Director with a proven track record of delivering consistent revenue growth for established brands. The role will be responsible for Advisen's Front Page News product, which is distributed to 180,000+ P&C risk and insurance professionals each day. This role requires experience in executing B2B marketing initiatives across digital channels. The Circulation and Subscriptions Director will work with the Editor-in-Chief and various Advisen departments (including marketing, client management and sales) to execute innovative programs to increase circulation, drive subscription and advertising sales and deepen customer satisfaction across online and social channels. The ideal candidate is an innovative marketer who goes beyond the dynamics of traditional subscription marketing to engage with subscribers and prospective consumers to create a robust and lasting relationship with Advisen Front Page News. Responsibilities: Provide an audience size and composition that will support the company's overall revenue goals. Develop strategic and tactical plans designed to achieve growth in subscriber acquisition, retention and product sales. Meet growth targets for circulation and product revenue while improving customer acquisition and retention. Provide production reports and analysis to executive management. Use analytics and reporting to drive strategy and promotion planning.

Requirements: Bachelor's degree or commensurate experience, preferably in marketing. Minimum 5 years circulation marketing, consumer marketing, or related experience in B2B digital media. Effectively collaborates with colleagues and external partners. Solid understanding of marketing, finance, logistics, distribution, data analysis and management, and client support. Salary & Benefits: Salary competitive, based on experience. Medical and dental benefits. Flexible spending accounts. \$401K. Apply for Circulation and Subscriptions Director position.

To apply, send your resume and salary expectation to jdelaney@advisen.com.

(85) Advisen Ltd.**Data Analyst****New York City, NY**

As of January 31, 2017

Description: Position Summary: Advisen seeks a data analyst who will focus on analytics related to data, types of data, and relationships among data elements within a business and/or IT system turning data into information, information into insight and insight into business decisions. Significant Responsibilities: Demonstrates excellent verbal and written communication skills necessary to work effectively with clients. Demonstrates excellent verbal and written communication skills necessary to work effectively with all levels of the organization and geographically distributed teams. Collaborates with cross functional application development project teams in order to define information flow and content needs. Critically evaluates information gathered from multiple sources, works with business owners to reconcile conflicts and classifies the information into logical categories. Understands the flow of data, and how it affects technical interfaces, applications, business processes and work with the appropriate technical & development teams to adhere to business requirements. Creates documents for each step of the project lifecycle, such as functional specifications, release and white papers, data dictionaries, test plans and other documents individualized and specific for each project; demonstrates it with the writing sample(s). Comfortable working with multiple stakeholders to conduct user acceptance testing, training sessions with diverse teams and participate in system testing activities. Actively participates in the project lifecycle starting from data analysis and research to QA and product implementation.

Requirements: Technical Skills: Knowledge of Microsoft Word, Microsoft Excel and Microsoft Visio. Experience of using SQL queries for data analysis is preferred. Other Skills: Knowledge of a RDBMS such as Oracle and MS SQL Server is a plus. Have up to 2 years of data analysis, requirements gathering, business analysis and business intelligence is a plus. Knowledge of insurance and financial industry is a plus. Mathematical and Statistical knowledge is a plus. Data Research and Visualization tools is a plus. Please note that Advisen uses E-verify to confirm legal I-9 work status in the U.S.

To apply, send resumes to Alla Shvarts at ashvarts@advisen.com

(86) Advisen Ltd.**Email Marketing Manager****New York City, NY**

As of January 1, 2017

Description: Do you have a knack for getting the right emails into the right inboxes at the right times? Do you live to see those open and click-through rates climb higher and higher? We're seeking an expert email marketer to join our team in NYC. You'll be expected to develop and track email campaigns to ultimately increase our email marketing success. Read more about our open Email Marketing Manager position!

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

Requirements: Bachelor's degree in Marketing, English, or related field preferred; At least 5 years' experience with a proven track record of success with planning and execution of email marketing campaigns, including: lead nurturing, marketing automation, and web analytics; 3 years or more experience within insurance or working with SaaS companies in a B2B capacity; Experience with B2C and ecommerce a plus; Recent expert knowledge of marketing automation, particularly with HubSpot or Marketo. HubSpot experience and involvement in implementation preferred; Excellent understanding of email marketing concepts and metrics such as deliverability and sender reputation; Hands-on experience with using HTML to create campaign emails and landing pages; Highly analytical and able to derive meaning from data through A/B testing and email optimization; Ability to prioritize and handle multiple tasks simultaneously while meeting numerous competing deadlines; Impeccable attention to detail and ability to maintain a high level of quality and integrity in work product is required; Excellent written and oral communication skills. (Writing samples are required to apply for this position.)

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

(87) Advisen Ltd.

Senior Accountant II
New York City, NY

As of January 11, 2017

Description: Advisen is leading the way to smarter and more efficient risk and insurance communities. Through its information, analytics, ACORD messaging gateway, news, research, and events, Advisen reaches more than 150,000 commercial insurance and risk professionals at 8,000 organizations worldwide. The company was founded in 2000 and is headquartered in New York City, with offices in the U.S. and the UK. Principal Accountabilities: Process year end 1099 statements. Maintain vendor files and obtain W-9's, as required. Maintain quarterly and annual tax provision spreadsheets. Prepare domestic sales and use tax returns & foreign UK VAT returns. Ad-hoc tax duties, including research, as needed. Other general accounting tasks, including but not limited to Process journal entries, Prepare account reconciliations, Assist in the preparation of financial reports. Support to Accounts Receivable and Accounts Payable functions.

Requirements: Desired Qualifications: Bachelor's Degree in Finance or Accounting from an accredited college. 3-6 years of experience in general accounting functions, including federal & international tax consulting or compliance. Background with UK tax would be a strong plus, as well as, national or regional CPA firm background would be a plus. Understanding and experience in tax provision calculations. Excellent communication and interpersonal skills. Strong attention to detail, deadlines and accuracy. Ability to effectively organize, prioritize and manage multiple assignments under tight deadlines. Strong computer skills, including Excel. Working Conditions: Primarily in an office environment.

To apply, send resumes to Sarah Gregor at sgregor@advisen.com