

# Job Postings

*April 12, 2017*

## WHO'S HIRING?

88 P&C Open Jobs are posted here from Allied World; Travelers; 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 #87

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](mailto: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?

- **Allied World Insurance Company**
- **Travelers**

## WHICH RECRUITERS ARE POSTING JOBS?

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

## 88 JOB POSTINGS FOR MID-APRIL 2017

### ADVISEN'S EXECUTIVE SEARCH DIRECTORY

#### **David J. Hollinger Associates, Hollinger Jobs**

James A. Lieberman at 732.247.5656 or [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com)

John R. Huttner at 732.247.5656 or [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com)

Catarina Oliveira Caulfield at 732.247.5656 or [ccaulfield@hollingerjobs.com](mailto:ccaulfield@hollingerjobs.com)

#### **International Insurance Consultants**

Glenn Wootton at 954.421.0122 or [glenn@iicuri.com](mailto:glenn@iicuri.com)

Ray Crowley at 954.421.0122 or [ray@iicuri.com](mailto:ray@iicuri.com)

Rick Mockel at 954.421.0122 or [rm@iicuri.com](mailto:rm@iicuri.com)

### INSURANCE RECRUITING POSITIONS

#### **(1) Casualty E&S Underwriter (Salary is Open, Based on Experience)**

##### **Chicago**

This specialty operation is part of a diverse fortune 500 corporation and is growing. Leadership is very dynamic and extremely successful in building profitable insurance firms. They are seeking an addition to their Chicago Branch due to their growth. Required candidate experience is very broad. They focus on hospitality exposures with emphasis on primary GL and Liquor Liability. The ideal candidate would be familiar with the Midwest non-admitted wholesale market place, have E&S experience and solid casualty underwriting skills. Accounts are small to mid-size and require creativity. Experience level can be from light to department head. This is an opportunity to join a growing operation that will offer enormous potential to excel your career by contributing to their profitable growth.

For more information please call Rick Mockel at 954.421.0122 or send your resume to [rick@iicuri.com](mailto:rick@iicuri.com), [www.insurancerecruitersusa.com](http://www.insurancerecruitersusa.com)

#### **(2) Commercial Account Executive – Entertainment**

##### **New York City**

Posted by Hollinger Jobs as of 4/11/17. 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 5-10 yrs 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](mailto: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](mailto:jrhuttner@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

### **(3) Compliance Professional (Open) Michigan**

Aggressive and growing firm seeks a compliance specialist to work in the regulatory area. This position will work with the state insurance departments as well as with agency distribution sources to be sure they are compliant with the business they bring. This will require a strong attention to detail and a service oriented personality to interface with distributors. Strong organizational skills along with good computer talents and an aptitude for legal issues is preferred.

For more information, please contact Glenn Wootton at 954.421.0122 or [glenn@iicuri.com](mailto:glenn@iicuri.com). [www.insurancerecruitersusa.com](http://www.insurancerecruitersusa.com)

### **(4) 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](mailto:rick@iicuri.com). [www.insurancerecruitersusa.com](http://www.insurancerecruitersusa.com)

### **(5) Excess Casualty Underwriter New York City**

Posted by Hollinger Jobs as of 4/11/17. "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](mailto: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](mailto:jrhuttner@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

### **(6) Licensing Professional (\$ DOE)**

#### **Michigan**

Highly successful insurance firm seeks experienced licensing person to lead the interaction with regulatory authorities and vendors. This person will manage the process which includes work flow and response time urgency, making sure appropriate people and entities have licensing up to date. Review and comply with any licensing deadlines and work with vendors to ensure they meet the metrics you design. This is a hands-on position for a get it done attitude.

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### **(7) Property Underwriting Manager - Lloyds Business (DOE)**

#### **Maryland**

Posted by Hollinger Jobs as of 4/11/17. 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](mailto: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.

### **(8) Wholesale Broker/MGA -Underwriter Work From Home**

#### **New England**

Posted by Hollinger Jobs as of 4/11/17. 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](mailto: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.

### **(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](mailto:glenn@iicuri.com). [www.insurancerecruitersusa.com](http://www.insurancerecruitersusa.com)

### **(10) 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](mailto:ray@iicuri.com). [www.insurancerecruitersusa.com](http://www.insurancerecruitersusa.com)

### **(11) Brokerage VP Group Benefits (\$200K - \$250K) NYC Area**

Posted by Hollinger Jobs as of 4/11/17. Well-established broker with solid infrastructure needs a Senior Group Benefits Specialist with experience in large, complex accounts of 1000+ lives. This is a consequential client interface role, requiring strong technical knowledge and analytical skills, along with the interpersonal/leadership skills necessary to deal with corporate BOD, C-level Executives, senior and mid-management level professionals, HR/RM professionals, as well as, additional stakeholders. This position is designed for a strong self-motivator who can both work autonomously and as part of a team, with a mix of on-site and work from home possibilities. Experience should include knowledge of multiple state laws, ACA issues, open enrollment, self-funded and minimum premium funded accounts, along with conventionally insured accounts. The ideal candidate will have 10+ years of broad group insurance experience handling all group products, including ancillary coverages, a bachelor's degree or advanced degree, and a Life & Health Brokers License. Knowledge of collective bargaining/labor issues is a plus. Compensation is \$200K - \$250K base, DOE plus incentives and benefits.

Qualified Group Benefits Leaders can submit their resume in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

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

Posted by Hollinger Jobs as of 4/11/17. 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 200-250K 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](mailto:jrhuttner@hollingerjobs.com) or call John at 1.732.247.5656. Additionally, you may reach out to James A. Lieberman, Executive Vice President at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or Catarina Caulfield, Sr. Recruiting Specialist at [ccaufield@hollingerjbos.com](mailto:ccaufield@hollingerjbos.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

**(13) Profit Center Management – Wholesale / MGA (\$200K - \$250K + Incentives)  
Mid-Atlantic**

This is an opportunity to join a successful brand that is looking for a leader to grow their developing wholesale operation and manage the already established MGA business. This firm enjoyed a good year in 2016 but are looking for the executive that has the energy and drive to expand their message and grow the business profitability. They already have a number of successful programs in-house and can use them to generate business but are also interested in greenfield opportunities in other specialties beyond what they have currently. They are strong in the construction field but are open to other technical backgrounds. They have a quality underwriting operation, although this executive would run that, the real energy will be in expansion of the general wholesale business.

For more information, please contact Ray Crowley at 954.421.0122 or [ray@iicuri.com](mailto:ray@iicuri.com). [www.insurancerecruitersusa.com](http://www.insurancerecruitersusa.com)

**(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](mailto:glenn@iicuri.com). [www.insurancerecruitersusa.com](http://www.insurancerecruitersusa.com)

**(15) 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](mailto:glenn@iicuri.com). [www.insurancerecruitersusa.com](http://www.insurancerecruitersusa.com)

**(16) 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](mailto:glenn@iicuri.com). [www.insurancerecruitersusa.com](http://www.insurancerecruitersusa.com)

**(17) 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](mailto:ray@iicuri.com). [www.insurancerecruitersusa.com](http://www.insurancerecruitersusa.com)

**(18) 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](mailto:rick@iicuri.com). [www.insurancerecruitersusa.com](http://www.insurancerecruitersusa.com)

### **(19) Hospitality Underwriting Leader (\$150K - \$200K + Bonus)**

#### **New York**

Top 40 public insurance group seeks underwriting executive to head their non-admitted primary hospitality practice. This position will have responsibility for driving the strategy, identifying niche markets, evaluating staff and approving underwriting authorities. 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 with field locations reporting in.

For more information, please contact Glenn Wootton at 954.421.0122 or [glenn@iicuri.com](mailto:glenn@iicuri.com). [www.insurancerecruitersusa.com](http://www.insurancerecruitersusa.com)

### **(20) Workers Compensation Claims Director (\$150K - \$200K)**

#### **Nassau County, Long Island/Queens/Downstate Eastern NY.**

Posted by Hollinger Jobs as of 4/11/17. 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 additionally will 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+ 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](mailto: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.

### **(21) Workers Compensation Practice Leader (\$150K - \$200K)**

#### **Nassau County, Long Island/Queens/Downstate Eastern NY**

Posted by Hollinger Jobs as of 4/11/17. P&C Brokerage firm with long history of success, financial security and strong infrastructure for national business is seeking a Workers Compensation Practice Leader/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 Practice Leader/Director will be responsible for not only leading, directing and guiding their dedicated workers compensation claims team but additionally will be responsible for the overall client service, retention and new business development. The Workers Compensation Practice Leader/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 coverages at the best price for the client. The Workers Compensation Claims Practice Leader/Director will be an assertive and results oriented 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+ years of workers compensation account management/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 leaders, managers and directors should submit their resumes in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto: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).

## **(22) Brokerage Commercial Lines Manager (\$150K - \$200K)**

### **Westchester/Rockland County/Lower CT**

Posted by Hollinger Jobs as of 4/11/17. 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 [ccaufield@hollingerjobs.com](mailto:ccaufield@hollingerjobs.com) or Jim Lieberman, Executive Vice President at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or John R. Huttner, President at [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

## **(23) Strategic Marketing – Technology / E-Commerce (\$150K - \$200K)**

### **Mid-Atlantic**

This is an A rated commercial insurance carrier that has a good reputation but is relatively small and growing. This position will be part of the leadership team and report to the President. You will have a diverse responsibility in brand management, social media, website design/ management, and the ultimate guidance to e-commerce as traditional agency delivered insurance methodology meets technology of the 21<sup>st</sup> century. This is an opportunity to have real impact on a major global organization through one of its operating companies. If you are talented and passionate this will be a true greenfield opportunity to be able to impact this company and have continuing opportunities to grow within the bigger group.

For more information, please contact Ray Crowley at 954.421.0122 or [ray@iicuri.com](mailto:ray@iicuri.com). [www.insurancerecruitersusa.com](http://www.insurancerecruitersusa.com)

## **(24) Senior Inland Marine Underwriter to \$190K**

**NYC**

Posted by Hollinger Jobs as of 4/11/17. "A+" global carrier is seeking a Senior Underwriter-Inland Marine for the Northeast Region. The Senior Underwriter 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 Senior Underwriter 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+ 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](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

**(25) Senior Inland Marine Underwriter to \$190K  
San Francisco**

Posted by Hollinger Jobs as of 4/11/17. "A+" global carrier is seeking a Senior Underwriter-Inland Marine for the West Coast. The Senior Underwriter 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+ 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](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

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

Posted by Hollinger Jobs as of 4/11/17. "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+ 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. Bachelors 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](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656.

## **(27) Inland Marine Underwriting Director (To \$190K)**

### **NYC**

Posted by Hollinger Jobs as of 4/11/17. "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+ 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](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656.

### **(28) Senior Excess Casualty Underwriter (\$125K - \$190K)**

#### **Southern CT/NYC Region**

Posted by Hollinger Jobs as of 4/11/17. "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](mailto: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](mailto:jrhuttner@hollingerjobs.com) or Catarina Caulfield, Recruiting Specialist at [ccaufield@hollingerjobs.com](mailto:ccaufield@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

### **(29) Senior Excess Casualty Underwriter (To \$180K)**

#### **NYC**

Posted by Hollinger Jobs as of 4/11/17. "A+" property and casualty insurance carrier is seeking a Senior Excess Casualty Underwriter as an addition to their existing staff. Responsible for writing and marketing all commercial excess casualty business. 12+ years direct excess casualty underwriting for a variety of industries, coming from an insurance carrier and/or mix of wholesale brokerage/MGA and current excess casualty carrier background. Proven and established wholesale brokerage relationships in the NYC/Northeast Region prepared to do business with the successful underwriter and carrier client. College degree required. Designations (CPCU, CIC,



etc.) highly desirable and preferred. To \$180K base salary depending upon experience level, benefits package/incentives plan.

Qualified excess casualty underwriters can submit their resume in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656.

**(30) RVP Middle Market Eastern Mid-Atlantic (To \$180K, Bonus Participation and LTI)  
Eastern Mid-Atlantic Area**

The opportunity reports directly to the President of this A+ Rated carrier and will handle a broad market that is focused on small and middle market business in the Eastern Mid-Atlantic Region for this operation. They are a commercial lines carrier that is part of a larger group highly recognized for their quality and entrepreneurial business model. The candidate best suited for this position will come from a commercial lines production underwriting background and will be a leader, relationship builder and be intellectually curious. The goal is to drive underwriting and relationships and will be responsible for P&L. The firm is service oriented with expertise in claims and underwriting. If you are a responsible professional skilled at leading a team and can be accountable for taking ownership in building relationships and a market with your business partners, then please call Rick Mockel at 954.421.0122 or email your resume to [rick@iicuri.com](mailto:rick@iicuri.com). [www.insurancerecruitersusa.com](http://www.insurancerecruitersusa.com).

**(31) Human Resources Officer (\$150K - \$175K + Bonus & Equity)  
Mid-Atlantic**

This is an opportunity with an A rated insurance company. You will be the lead HR executive reporting to the President and will be responsible to set the strategy and then execute it. You will have experience in managing an HR function (in this case, you will have one report to start), which would include HR fundamentals: payroll, benefits, compensation, employee relations and on-boarding. These are part of the responsibilities, but the differentiation will be your ability to be the business partner in the executive leadership team that represents HR. You will have a seat at the table in setting strategy for this small but growing enterprise. This position will enable other line executives to be high performers.

For more information, please contact Ray Crowley at 954.421.0122 or [ray@iicuri.com](mailto:ray@iicuri.com). [www.insurancerecruitersusa.com](http://www.insurancerecruitersusa.com)

**(32) Commercial Auto Product Line Manager (To \$160K)  
Mid-Atlantic**

This A+ rated carrier is seeking a technically skilled commercial auto professional to manage their middle market auto line. This firm enjoys an outstanding reputation and is part of a larger group that has a national foot print in P&C. The candidate for this position will have the technical ability to analyze their commercial auto book to make recommendations to the CUO and be able to execute changes to pricing, underwriting and marketing to continue profitability and growth objectives. This could

be for a professional already in a product management capacity or for the technically sound commercial lines professional with very good auto experience seeking an opportunity to transition from the field. Familiarity with reinsurance, actuarial services, underwriting guidelines, underwriting audits, and market and competitor analysis will be a plus. This is a collaborative position that will work with both profit centers and home office and will include regular visits to branch offices.

If you are quality minded, enjoy as well as have a desire for profitable growth then please call Rick Mockel at 954.421.0122 or send your resume to [rick@iicuri.com](mailto:rick@iicuri.com).  
[www.insurancerecruitersusa.com](http://www.insurancerecruitersusa.com)

### **(33) Commercial Lines Underwriting Executive (To \$130K-\$150K plus Bonus Participation)**

#### **Indiana / Michigan / Illinois**

This highly rated Midwest carrier has an exceptional opportunity for a field underwriting manager to take the next step in advancing their career. This is a corporate management opportunity that will allow a solid underwriting professional, a student of the business possessing strong leadership skills, solid Midwest market knowledge and a desire to grow, to achieve the next level in career growth. This highly reputable carrier is profitably growing their business and expanding their market. This opportunity will report directly to the RVP and will provide the learning platform to see the business in its totality and to grow.

If you have the skills indicated, are entrepreneurial and desire a great opportunity to expand your skills, then please contact Rick Mockel at 954.421.0122 or email me at [rick@iicuri.com](mailto:rick@iicuri.com). [www.insurancerecruiterusa.com](http://www.insurancerecruiterusa.com)

### **(34) Brokerage Marine AE -Ocean Cargo (\$125K - \$150K)**

#### **NYC**

Posted by Hollinger Jobs as of 4/11/17. 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+ 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](mailto:jrhuttner@hollingersjobs.com) or call John at 1.732.247.5656. Additionally, you may reach out to James A. Lieberman, Executive Vice President at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com). Hollinger is a member of: the National Insurance

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

### **(35) Reinsurance Claims Director (\$100K - \$150K)**

#### **Central New Jersey**

Posted by Hollinger Jobs as of 4/11/17. Global insurance carrier is seeking a Reinsurance Claims Director. The qualified claims professional will be responsible for the management of reinsurance claims across a diverse book of business, with a heavy emphasis on commercial property as well as some casualty. In addition, the Claim Professional will interact with internal and external clients on all claim matters associated with assigned accounts. The Claim Professional will conduct claim reviews on assigned accounts and become directly involved with internal claim staff training and development. Depending on qualifications, the candidate selected may also assume the supervision of a group of claim technicians. Qualifications include: Ten plus years of commercial insurance property/ casualty claim experience, preferably from a primary carrier. Extensive experience in property lines is highly preferred. Marine and aviation claims a plus as well Reinsurance claim experience is a plus. Bachelor's degree required with advanced degree and insurance/reinsurance designations preferred. Excellent organization and analytical skills are essential. Strong written, verbal and interpersonal skills are required. Claim technical audit experience is a plus. Proficiency in MS Office (Word, Excel and Access) is required. Claim training, staff development and leadership experience is a plus. Prior staff management experience is preferred. Must be self-motivated and have the ability to work in a collaborative team environment. Some travel is required. \$100K - \$150K base depending upon experience level, bonus and full benefits package.

Qualified claims professionals can submit their resume in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

### **(36) Commercial Product Analyst / Project Manager (\$100K - \$150K)**

#### **California**

This position has responsibility for the introduction of new products as well as the revision of existing products for the commercial property and casualty division. As part of the senior product team you will manage products for one of the commercial areas for middle market business. This involves working with underwriting, actuarial, finance, legal and regulatory. You will develop internal controls and technology to enhance products and services, revise forms, rules and underwriting guidelines and comply with state insurance departments. Strong analytical ability complimented by solid communication skills to assist in training agents will be key. Total compensation package between \$100K - \$150K.

For more information, please contact Glenn Wootton at 954.421.0122 or [glenn@iicuri.com](mailto:glenn@iicuri.com). [www.insurancerecruitersusa.com](http://www.insurancerecruitersusa.com)

### **(37) Finance Manager (To \$130K)**

#### **Northern New Jersey**

Posted by Hollinger Jobs as of 4/11/17. "A+" Property and Casualty global insurance carrier with a national platform is seeking a U.S. Finance Manager, reporting to the CFO. The Finance Manager will be responsible for the preparation of financial statements for the U.S. group of companies. This role will also be responsible for managing the accounting and finance work performed by staff as assigned, as it relates to the U.S. companies. Bachelor's degree or equivalent in accounting or related field. Current CA, CPA, ACA or other equivalent accounting designation required. Thorough and current knowledge of U.S. GAAP. Experience with the SUN GL reporting system would be an asset. Experience with supervising accountants an advantage. Proficiency with the Microsoft Office Suite of applications, particularly MS Excel. Proven organizational and timekeeping skills and a strong sense of attention to detail are essential. Excellent verbal and written communication skills i.e. a thorough command of the English language including excellent spelling, grammar and punctuation. The ability to deal effectively and courteously with clients and colleagues, and to exercise discretion and confidentiality in all matters; and must be able to work outside of normal office hours including evenings, weekends and public holidays if necessary. To qualify, candidates additionally must have a background working in a leadership role (accounting/finance) for a property and casualty carrier, broker, MGA or other property and casualty related experience. Compensation to \$130K base+ DOE, bonus plan, full benefits, strong 401K plan, PTO, etc.

Qualified Finance/Accounting Managers can submit their resume in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

### **(38) Manager - E&S Transportation to \$130K Base**

#### **Upstate NY/Buffalo**

Posted by Hollinger Jobs as of 4/11/17. Established, long standing wholesale brokerage and MGA with a national platform is seeking a Manager-E&S Transportation to lead, direct and further develop this profitable niche business segment. Manage team of 9 including production team, service and policy issuance team. Develop staff team skills, manage workloads and market relationships. The qualified manager will have 7-10+ years of managing staff, placing new business, marketing and underwriting commercial auto business. Excess and surplus lines experience required. Proven background developing relationships with retail brokers and agents as well as carrier markets. College degree preferred. P&C License required. Insurance designations

(CPCU, CIC, AU) preferred. 90K-130K base depending upon experience level, bonus and benefits package. Position is located in Upstate NY/Buffalo area. Some relocation assistance can be provided for the appropriate candidate.

Qualified E&S transportation managers can submit their resume in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

### **(39) Builders Risk/Construction Underwriter (\$80K - \$130K)**

#### **NJ/NYC**

Posted by Hollinger Jobs as of 4/11/17. 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](mailto: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.

### **(40) Brokerage Senior AE (\$125K+)**

#### **NYC/LI**

Posted by Hollinger Jobs as of 4/11/17. Growing boutique broker in the NYC area needs a Senior AE to manage a team of service people, handle accounts, advice on markets and coverage, interface with clients and provide overall supervision of the team. Must have 5-10+ years of experience in a full spectrum of property and casualty commercial accounts. Some knowledge of professional liability, specialty coverages, 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](mailto:jrhuttner@hollingerjobs.com) or call John at 1.732.247.5656. Hollinger is a member of: (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).

**(41) Commercial Production Underwriter (To \$125K)  
Atlanta, GA**

Posted by Hollinger Jobs as of 4/11/17. "A+" Property and Casualty insurance carrier is seeking a Commercial Production Underwriter to develop new middle market business for the Southeast Region (Georgia, Carolinas, Florida). The qualified production underwriter will have 7-10 years+ of commercial multi line or package underwriting and marketing for middle market accounts, ideally 100k+ in premium, along with a background working with 1st, 2nd and 3rd tier brokers. Field background preferred, visiting agents and brokers and underwriting in the field, and as a requirement, in the Atlanta office on non-field days. Carrier background in a production role for large national and/or regional carriers required. Standard primary lines background required. College degree preferred. Designations (CPCU, CIC, etc.) preferred. Compensation to \$125K base salary depending upon experience level including bonus and full benefits package.

Qualified production underwriters should submit their resume in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

**(42) Multinational Commercial Underwriter (To \$125K)  
Central New Jersey**

Posted by Hollinger Jobs as of 4/11/17. "A+" property and casualty insurance carrier is seeking a Multinational Commercial Underwriter to join their global underwriting team. The qualified underwriter will have 5-10 years minimum of multinational, international or reverse flow commercial underwriting. Strong middle to large market background strongly preferred. Experience with retros, large deductibles a plus. Underwriting background should include new and renewal business underwriting, with experience developing relationships with 2nd and 1st tier brokers. Commercial Underwriters with large account background underwriting national accounts will also be considered. Must have standard primary multi lines or package underwriting background. College degree preferred. Designations (CPCU, CIC, ARM) a plus. To 125K base depending upon experience, bonus plan and full benefits package.

Qualified commercial underwriters can submit their resume(s) confidentially to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto: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).

### **(43) Senior Commercial Lines Account Executive (To \$125K)**

#### **New York City**

Posted by Hollinger Jobs as of 4/11/17. 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](mailto: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](mailto:jrhuttner@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

### **(44) Team Leader/Brokerage - VIP Personal Lines-Start Up (\$100K - \$125K)**

#### **Delaware County, PA**

Posted by Hollinger Jobs as of 4/11/17. 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](mailto: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.

### **(45) Team Leader/Brokerage-VIP Personal Lines (\$100K - \$125K)**

#### **Boston**

Posted by Hollinger Jobs as of 4/11/17. 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](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656.

### **(46) Commercial Underwriting Team Leader (\$120K+)**

#### **Northern New Jersey**

Posted by Hollinger Jobs as of 4/11/17. "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](mailto: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](mailto:jrhuttner@hollingerjobs.com) Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.



**(47) Commercial Account Executive/Brokerage (\$100K - \$120K)****New York City, NY**

Posted by Hollinger Jobs as of 4/11/17. 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+ 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](mailto:jalieberman@hollingerjobs.com) or call Jim at 1-732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

**(48) Workers Compensation Claims Specialists (\$80K - \$120K)****Nassau County, Long Island/Queens/Downstate Eastern NY**

Posted by Hollinger Jobs as of 4/11/17. 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 coverages 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+ 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](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

### **(49) Commercial Account Executive/Broker (\$70K - \$120K)**

#### **Milwaukee**

Posted by Hollinger Jobs as of 4/11/17. Property and Casualty agency/brokerage with a strong infrastructure and platform is seeking additional Commercial Account Executives(2) for general commercial business. The qualified Commercial AE's and/or brokers will have 5 -12+ years of direct servicing, client advisement, client interfacing and/or underwriting for a mix of commercial business. Must have multi line coverage background, including WC, GL, auto, property, umbrella and professional liability. Proven background servicing client's commercial accounts and/or underwriting commercial business. Producers able to bring business will strongly be considered. Middle to large market account background, servicing up to \$100M to \$1B in revenue. Cross- selling a plus. College degree preferred, designations a plus. Potential leadership opportunities based on accomplishments. Compensation \$70K - \$120K base range depending upon experience level, bonus and/or commissions for placing new business.

Qualified P&C insurance professionals can submit their resume in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

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

#### **NJ**

Posted by Hollinger Jobs as of 4/11/17. "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](mailto:jalieberman@hollingerjobs.com) or call Jim at 1-732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

### **(51) Casualty Wholesale Broker (\$75K - \$110K)**

#### **CT**

Posted by Hollinger Jobs as of 4/11/17. 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](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a

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

**(52) Casualty Underwriter (To Low \$100K's plus Bonus Participation)**

**Boston, MA**

An Excess Liability operation, which part of a larger group that has a well-recognized brand within the insurance industry, is seeking an add to staff in their Boston office. This carrier has been very successful in developing its business by both growing premium and locations. Their focus is on the transportation sector and would like a skilled casualty underwriting professional to join them. The candidate should have a sound casualty background and experience in excess and or transportation would be preferred. They would entertain a very sharp primary casualty underwriter also. This is a growth opportunity that will provide the appropriate candidate a chance to develop within a very broad but specialized business segment. The operation works on a national platform through the wholesale market.

If you have solid casualty underwriting skills and a desire to learn and grow, please call Rick Mockel at 954.421.0122 or send your resume to [rick@iicuri.com](mailto:rick@iicuri.com).  
[www.insurancerecruitersusa.com](http://www.insurancerecruitersusa.com).

**(53) Personal Lines Account Executive (To \$100K)**

**New York City**

Posted by Hollinger Jobs as of 4/11/17. 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](mailto: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](mailto:jrhuttner@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

**(54) Group Benefits-Sr. Account Executive (\$90 - \$100K)**

**NYC/Queens/Long Island Region**

Posted by Hollinger Jobs as of 4/11/17. 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](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656.

### **(55) Senior Commercial Underwriter (\$90K - \$100K)**

#### **Hartford Region**

Posted by Hollinger Jobs as of 4/11/17. "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](mailto: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.

### **(56) Brokerage AE / Construction (\$90K - \$100K)**

#### **Downstate NY Suburbs Westchester/Rockland County**

Posted by Hollinger Jobs as of 4/11/17. Our client, an established NY area brokerage firm, seeks an Account Executive/Account Manager to handle a complex/diverse book of construction accounts with revenues estimated between \$15K - \$150K. The ideal candidate will have experience in servicing and marketing larger commercial accounts in the New York City region. Exposure and/or knowledge of OCHIP or wraps-ups is a plus. This is a professional, fast paced environment that requires a credentialed, polished and technically sound AE with strong construction expertise as well as strong interpersonal skills to work with account management teams, producers, senior management and carrier markets/construction underwriters. Overall performance and contributions will determine professional opportunities for growth, i.e, team lead, management, etc. College degree and licenses are expected. Advanced degree, CPCU, CIC, etc. are a plus. Experience will determine compensation; compensation \$90K - \$100K+ including full benefits/incentives.

Please submit resumes in confidence to James A. Lieberman at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).

### **(57) Claims Director-Casualty (\$90K - \$100K) Southern ME**

Posted by Hollinger Jobs as of 4/11/17. "A+" property and casualty insurance carrier is seeking a Commercial Casualty Claims Director, a member of the management team, responsible for the day to day casualty claims operations, strategic direction of the claims unit, oversight of claims handling in order to meet performance standards as well as leadership of the Casualty Claims Team, including hiring, training and developing staff. The Director of Claims will provide strategic direction and proactively participate with the profit center's leadership team to develop and execute strategic plans and business objectives, as well as building relationships with brokers and insureds. Additional responsibilities include the proper resolution of claims, control of paid losses and expenses, and for meeting other company and departmental goals. This position requires some travel. 7-10 years of progressive leadership as well as direct commercial casualty claims handling. College degree preferred. Adjusters License required. CPCU, CIC, ARMM preferred. Strong computer/analytical/technical skills sets as well as excellent oral, written and interpersonal abilities. \$90K - \$100K including full benefits package. \*\*Relocation could be considered.

Qualified claims leaders can submit their resume in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto: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).

### **(58) Workers Compensation Claims Supervisor (\$90K - \$100K)**

**New York City**

Posted by Hollinger Jobs as of 4/11/17. "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 professionals 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](mailto: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.

**(59) Casualty Underwriter-Large Lines (\$85K - \$100K)****Cincinnati**

Posted by Hollinger Jobs as of 4/11/17. "A+" property and casualty insurance carrier is seeking a Commercial Casualty Underwriter-Large Lines to underwrite new and renewal business. This is an inside underwriter role, no field production. Qualified and preferred candidate should have 5-8 years of large commercial casualty (500K+premium range) account background, including retros, deductibles and loss sensitive background. College degree preferred but not required. Carrier underwriting background from mid-size to larger global company underwriting environment preferred. 85K-100K including bonus, full benefits.

Qualified underwriters should submit their resume to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

**(60) Brokerage/Agency Commercial Marketing Specialist (\$80K - \$100K)****Northern New Jersey**

Posted by Hollinger Jobs as of 4/11/17. Long standing retail insurance agency/brokerage with established business in New Jersey and New York, as well as a strong customer service infrastructure, continuing to grow is seeking a Commercial Marketing Specialist. The Marketing Specialist will be responsible for placement of business including the development of presentations, quoting, applications, working

with producers as well as developing relationships with insurance carrier markets(broad market base), company underwriters, marketing reps, etc. 10-15 years commercial lines experience within the retail agency marketplace, including 5 years of marketing to carriers. College degree preferred. P&C License required. Must possess strong insurance commercial lines technical knowledge, computer skills, proven communication, organization and interpersonal skill sets. \$80K - \$100K DOE including incentives/bonus and benefits package.

Qualified Marketing Reps/AE's with marketing background should submit their resume in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

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

Posted by Hollinger Jobs as of 4/11/17. 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](mailto: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.



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

Posted by Hollinger Jobs as of 4/11/17. "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](mailto: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).

**(63) Brokerage Leader Fine Arts (\$75K - \$100K)****NYC**

Posted by Hollinger Jobs as of 4/11/17. 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+ years of experience in brokerage and/or underwriting, including familiarity with the Lloyds marketplace. This is a collegial, highly professional, fast paced environment where everyone pitches in on accounts. College degree and licenses are expected. Advanced degree, CPCU, CIC, etc. are preferred. Compensation will be dependent upon experience \$75K - \$100K+.

Please submit resumes to Catarina Oliveira Caulfield, Sr. Insurance Recruiter at [ccaulfield@hollingerjobs.com](mailto:ccaulfield@hollingerjobs.com). Hollinger is a member of: (NIRA) National Insurance

Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).

### **(64) Commercial Lines Marketing Specialist (\$70K - \$100K)**

#### **Southwest Florida**

Posted by Hollinger Jobs as of 4/11/17. 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, HollingerJobs.com. You may contact John at [jrhuttner@hollingerjobs.com](mailto: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

### **(65) Property Claims Examiner (\$60K - \$100K)**

#### **NYC**

Posted by Hollinger Jobs as of 4/11/17. "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](mailto: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.

### **(66) Account Executive/Broker-Construction Accounts (\$60K - \$100K+)**

#### **Milwaukee**

Posted by Hollinger Jobs as of 4/11/17. Financially strong and well-structured property and casualty brokerage firm is seeking an Account Executive/Broker for Construction Accounts to join their professional team. The qualified candidate will have 3-6 years minimum of account management, servicing, client advisement and/or brokerage experience from a retail agency/brokerage specializing in construction and/or builders risk accounts-commercial lines. Premium sizes from \$250K+. Proven background working with and developing relationships with construction underwriters. Opportunity to cross-sell and create new business opportunities. College degree preferred. Strong technical and business development skill sets; Excellent interpersonal, organizational and communication skills. P&C License required. Designations a plus. Compensation will be determined by experience and can include a base salary of \$60K - \$100K+ including bonus, commissions for new business and complete benefits package. Strong infrastructure and support continuing to grow and expand.

Qualified Account Managers/Account Executives and/or brokers should submit their resume in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

### **(67) Account Executive/Broker-Healthcare Accounts (\$60K - \$100K)**

#### **Milwaukee**

Posted by Hollinger Jobs as of 4/11/17. Financially strong and well-structured property and casualty brokerage firm is seeking an Account Executive/Broker for Healthcare Accounts to join their professional team. The qualified candidate will have 3-6 years minimum of account management, servicing, client advisement and/or brokerage experience from a retail agency/brokerage specializing in commercial and

professional lines for healthcare related industries. Premium sizes from 250K+. Proven background working with and developing relationships with healthcare underwriters. Opportunity to cross-sell and create new business opportunities. College degree preferred. Strong technical and business development skill sets; Excellent interpersonal, organizational and communication skills. P&C License required. Designations a plus. Compensation will be determined by experience and can include a base salary of \$60K - \$100K+ including bonus, commissions for new business and complete benefits package. Strong infrastructure and support continuing to grow and expand.

Qualified Account Managers/Account Executives and/or brokers should submit their resume in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

### **(68) Personal Lines Manager (to 100K)**

#### **Westchester/Rockland County**

Posted by Hollinger Jobs as of 4/11/17. Established retail P&C brokerage operation is seeking a Personal Lines Manager to oversee the account management, client advisement and customer service for standard and VIP personal lines accounts. Manage, direct, lead and evaluate the Personal Lines Team of 10+. In addition, responsible for cross-selling accounts. 7-10 years of direct personal lines account management experience within the retail brokerage/agency environment. VIP/HNW account background required. College degree preferred. P&C License required. To \$100K base depending upon experience level, incentives/benefits package.

Qualified Personal Lines leaders should submit their resume in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

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

#### **NYC Downtown**

Posted by Hollinger Jobs as of 4/11/17. 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. Email: [jrhuttner@hollingerjobs.com](mailto: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](mailto:jalieberman@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

Posted by Hollinger Jobs as of 4/11/17. 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 US 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+ 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 John R. Huttner, President, David J. Hollinger Associates at [jrhuttner@hollingerjobs.com](mailto: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

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

Posted by Hollinger Jobs as of 4/11/17. 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. Email: [jrhuttner@hollingerjobs.com](mailto: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](mailto:jalieberman@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

## **(72) Brokerage/Agency Claims Specialist - Commercial Lines (To \$90K)**

### **NYC**

Posted by Hollinger Jobs as of 4/11/17. 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](mailto: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.

## **(73) Commercial Account Executive (Up to \$85K)**

### **NY**

Posted by Hollinger Jobs as of 4/11/17. 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 restaurants accounts handling. College degree preferred. 6-10+ years of direct account management expertise with a mid to larger size retail agency. P&C License required. Professional growth opportunities based on performance. This position requires a motivated Commercial AE looking to work with the client directly, not just in a servicing

but in a client adviser role. 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](mailto:ccaulfield@hollingerjobs.com). Hollinger is a member of: (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).

#### **(74) Claims Representative(s) (\$75K - \$85K)**

##### **Albany/Hudson Valley Region**

Posted by Hollinger Jobs as of 4/11/17. "A+" property and casualty insurance carrier is seeking Commercial Casualty Claims Representatives to join their team. The qualified claims professional(s) will have 5-10 years of casualty claims handling experience including investigating, evaluating, reserving, negotiating and resolving casualty claims. In addition, build relationships with brokers and insureds. Experience handling litigated and non-litigated claims. The appropriate claims professional will be able to work in a team as well as autonomously, have an entrepreneurial spirit and possess a strong sense of urgency and completion. Strong computer/pc skills, Microsoft Word applications as well as excellent written, oral and analytical abilities. Candidates must come from an insurance carrier with casualty claims background. Claims candidates from the TPA side should possess strong technical skills experience with litigation, assessing coverage, etc. \$75K - \$85K base depending upon experience level and strong benefits package.

Qualified claims professionals can submit their resume in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto: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).

#### **(75) Group Benefits Account Manager (\$75K - \$85K)**

##### **Northern New Jersey/Bergen County**

Posted by Hollinger Jobs as of 4/11/17. 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+ 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](mailto: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).

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

#### **North/Central NJ**

Posted by Hollinger Jobs as of 4/11/17. 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+ 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](mailto:ccaufield@hollingerjobs.com) Hollinger is a member of: (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).

### **(77) Brokerage AE / Property & Real Estate (\$65K - \$80K)**

#### **Philadelphia PA Region**

Posted by Hollinger Jobs as of 4/11/17. Our client, an established & thriving brokerage firm, is seeking a broker AE with real estate experience. The ideal candidates will have will have 5+ 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](mailto:jrhuttner@hollingersjobs.com) or you may contact John Huttner at 1.732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, the Society of Human Resource Management, and the Worldwide Employee Benefits Association.

### **(78) Brokerage MGA Operations Manager Mid-Atlantic (\$60K - \$80K)**

#### **MD**

Posted by Hollinger Jobs as of 4/11/17. 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 [ccaufield@hollingerjobs.com](mailto:ccaufield@hollingerjobs.com) or call Cat at 732.247.5656. You may contact James A. Lieberman, [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or John R. Huttner, [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com). Hollinger is a member of: (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).

### **(79) Insurance Risk Management Analyst \$60K - \$80K**

#### **NJ**

Posted by Hollinger Jobs as of 4/11/17. Our client seeks a professional individual to support the Director and a Sr. Analyst in a global RM department. This is the #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 carrier underwriters should submit their resume in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto: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.

### **(80) Brokerage - Manager of Accounting (Up to \$75K)**

#### **Westchester/Rockland County/Lower CT**

Posted by Hollinger Jobs as of 4/11/17. 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 charged with supporting the Controller in managing all accounting functions, leading month-end and year-end financial statement preparation, and supporting internal control audits. Candidate must have 3+ years 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 [ccauflied@hollingerjobs.com](mailto:ccauflied@hollingerjobs.com), Jim Lieberman, Executive Vice President at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or John R. Huttner, President at [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association

### **(81) Small Group Benefits Account Manager (\$50K - \$75K)**

#### **NY**

Posted by Hollinger Jobs as of 4/11/17. 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 charged with all day-to-day servicing of clients, enrollment meetings, relationship management, wellness programs, and client presentations. Qualifications include 5+ years 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](mailto:ccaufield@hollingerjobs.com). Hollinger is a member of: (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).

### **(82) Brokerage Account Executive (Up to \$60K)**

#### **North Central NJ**

Posted by Hollinger Jobs as of 4/11/17. 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+ 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](mailto: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.

### **(83) Personal Lines Account Manager VIP (Up to \$60K)**

#### **NYC**

Posted by Hollinger Jobs as of 4/11/17. 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 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](mailto:ccaufield@hollingerjobs.com) Insurance Recruiter at [ccaufield@hollingerjobs.com](mailto:ccaufield@hollingerjobs.com) Hollinger is a member of: (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).

### **(84) Workers Compensation Claims Assistant (\$45K - \$55K)**

#### **Nassau County, Long Island/Queens/Downstate Eastern NY.**

Posted by Hollinger Jobs as of 4/11/17. 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](mailto: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.

### **(85) Associate Account Manager Specialty Commercial Business (\$40K - \$55K)**

#### **NYC**

Posted by Hollinger Jobs as of 4/11/17. 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](mailto: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).

### **(86) Group Benefits Account Manager (\$50K+)**

#### **Central New Jersey/Monmouth County**

Posted by Hollinger Jobs as of 4/11/17. 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](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656.

## DIRECT JOB POSTINGS

### **(87) Allied World Insurance Company Sr. Claims Analyst, Defense Base Act Dallas**

As of April 3, 2017

**Description:** Allied World has a unique opportunity for a Senior Claims Analyst to supervise and audit the claims processes handled by an outside vendor for all Defense Base Act and FVWC claims that arise. This position will be responsible for making sure the vendor follows proper claims handling procedures at all times. What this position Will Be Doing is Assist with strategic management of the government agencies involved in the procurement + administration of DBA insurance. That would include forming business relationships with key individuals at DOL, USAID, and others. Responsible for oversight of a TPA in the handling claims of insureds that are covered by the Defense Base Act. Work with TPA in their location and do semiannual audits of their files. Coordinate with counsel to file the appropriate government paperwork to be reimbursed pursuant to the War Hazard Recovery Act, as well as oversight of the process for filing all necessary paperwork. Oversight of claims reviews and meetings with various insured's, brokers and DOL staff. Allied World Assurance Company Holdings, AG, through its subsidiaries and brand known as Allied World, is a global provider of innovative property, casualty and specialty insurance and reinsurance solutions. Allied World takes a cutting edge approach to crafting products and services that meet the diverse requirements of our clients and enable us to respond to local needs. This strategy has contributed to our success, allowing us to be entrepreneurial yet financially secure. With 20 offices servicing clients throughout the world we are building a truly global branch network. All of Allied World's rated insurance and reinsurance subsidiaries are rated A by A.M. Best Company, A by Standard & Poor's, and A2 by Moody's, and our Lloyd's Syndicate 2232 is rated A+ by Standard & Poor's and AA- (Very Strong) by Fitch. Our generous benefits package includes: Health and Dental Insurance, 401k plan, and Group Term Life Insurance. Allied World Insurance Company is an Equal Opportunity and Affirmative Action Employer. All qualified applicants will be considered for employment without regard to an individual's race, color, national origin, religion or belief, sex, age, genetic information, marital or civil partnership status, family status, sexual orientation, gender identity, or their protected veteran or disability status.

**Requirements:** 10 years relevant claims handling experience; including at least 5 years of direct DBA/FVWC claims handling. Ability to oversee all types of DBA or FVWC claims, regardless of value, including working with and managing outside counsel.

Experience in reserving for War Hazard losses and other DBA losses, including third country and local nationals. Experience in coordinating medical evacuation from war zones. Experience making coverage determinations relevant to DBA/FWVC policies, further aiding in the ability to ensure appropriate adjudication in accordance with the contract. Experience in identifying and coordinating War Hazards Recovery. Experience in oversight of a third party administrator or other comparable group in adjusting DBA and FWVC claims including the ability to identify, vet and then manage additional vendor activities in support of the DBA business, as needed. Conduct client meetings on claims issues and to broadly assist in the winning + retaining of profitable business. Prior experience with filing loss reports to the DOL. Must have good communication skills and effectively receive direction.

Please visit [www.awac.com](http://www.awac.com) for further information on Allied World.

### **(88) Travelers**

#### **Account Executive Underwriter - Management Liability Public Company**

#### **Chicago, IL**

As of March 31, 2017

**Description:** The Bond and Specialty Insurance division of Travelers is seeking to add an experienced Account Executive (Underwriter) to our Public Company Liability team. This is an opportunity to join a successful, dedicated, and collaborative team of underwriters in a highly visible and challenging role. Account Executives (Underwriters) have the opportunity to build a unique and rewarding career at an Industry leader within a highly specialized niche of the Insurance Industry. Utilizing Travelers' extensive amount of resources and tools, a Public Company Liability Account Executive (Underwriter) will immediately have the opportunity to make an impact and will:

- Manage a high quality, diverse, and complex customer base across multiple industries.
- Partner with other high performing underwriters, senior leadership, and a highly specialized internal Claim organization to execute business unit underwriting strategy.
- Design, develop, and implement a broker/agency sales and marketing plan specific to assigned territory.
- Leverage Industry leading product expertise and data analytics to identify new business opportunities.
- Benefit from cross sell opportunities and established relationships within other Travelers' business units.
- Develop personally and professionally through experiences, coaching, active management support, and a wide variety of career development resources.
- Experience Travelers' unique culture which is collaborative, supportive, and values the need to balance work and life.

Public Company Liability: Lawsuits, cyber-attacks, and extortion can impact a company's financial performance and reputation. Public Company Liability provides financial protection to directors and officers of public companies for these exposures and many more. Products include Directors and Officers Liability, Employment Practices Liability, CyberRisk, Kidnap and Ransom, Crime, and Fiduciary Liability. The

underwriting process involves complex financial and stock analysis as well as client meetings with senior management across all industries, from startup IPOs to multinational Fortune 100 companies.

**Requirements:** 3-6 years of underwriting experience preferred. Bachelor degree preferred. Industry Knowledge: Understands the local insurance marketplace, industry business operations, critical issues and financial drivers that affect the BU, region and local office. Is able to apply that understanding to the sales plan, pricing strategy and underwriting strategy. Continuously seeks out market insight from others and uses acquired knowledge to assist less experienced employees. Product Knowledge: Knowledge of BU products/coverage's and pricing and the linkages to strategy and can easily explain them to others. Understands organizational and regulatory rules, policies and procedures and effectively employs that knowledge in day-to-day work.

To apply, please send your resumes to Lynn Simon-Thomas at [lsimonth@travelers.com](mailto:lsimonth@travelers.com) or 860.954.2185.