

WHO'S HIRING? 62 P&C Open Jobs are posted here from Arch, First Industrial Realty Trust, and Willis North America, as well as Hollinger Jobs and International Insurance Consultants, Inc.

***RECRUITERS JOBS APPEAR FIRST BELOW FOLLOWED BY DIRECT POSTERS
BEGINNING WITH JOB #55***

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

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If you're not an Advisen.com client, each posting is \$250 or talk to us about package rates to post lots of openings throughout the year. Contact Jim Delaney via jdelaney@advisen.com

WHICH FIRMS ARE HIRING DIRECTLY?

Arch Insurance

First Industrial Realty Trust, Inc.

Willis North America

WHICH RECRUITERS ARE POSTING JOBS?

David J. Hollinger Associates, Inc., Hollinger Jobs

International Insurance Consultants, Inc.

62 JOB POSTINGS for end - May 2014

ADVISEN'S EXECUTIVE SEARCH DIRECTORY

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Ray Crowley at 954.421.0122 or ray@iicuri.com

Rick Mockel at 954.421.0122 or rick@iicuri.com

INSURANCE RECRUITING POSITIONS

(1) Business Opportunity (\$500K - \$800K)

Location Open

Are you recognized in your segment as one of the experts or the go to professional in that space? Our customer has A rated paper, excellent capital position and an appetite to continue to grow their footprint and their reach in the P&C industry. They are particularly interested in some form of specialization as compared to very general, broad stroke P&C insurance. The better you can differentiate your product niche and yourself, the easier it will be for them to invest in your vision. You can build a new company or could utilize some of the existing infrastructure in other parts of the operation. Location open. Total annual compensation \$500K - \$800K. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com. www.insurancerecruitersusa.com

(2) CFO – Chief Financial Officer (\$250K - \$300K)

Southeast

This is an established privately held enterprise that has a significant service entities and an insurance company. This position will report to the Chairman and the majority owner of the group. You must be well established and have significant

leadership capabilities. This position will run this diverse corporate finance function with a number of operating companies reporting in with the appropriated staff in them. Additionally, you will be a part of the strategic development of the firm. Any public company and Mergers & Acquisitions experience would be valuable. This is a highly visible role internally and externally. You will be the face of the enterprise to investors and evaluate and drive a significant M&A strategy. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com.

www.insurancerecruitersusa.com

(3) COO – Underwriting Executive (\$250K)

Northeast

This is a highly rated AM Best excess carrier that is continuing to expand geographically and in its product portfolio. This position will report to the President of the company and be a critical member of the "brain trust" of the company. Your experience should include a strong underwriting background, not necessarily in excess, but a proven track record of success in the P&L of underwriting operations. Additionally, you will have demonstrated skills in leadership and distribution. This position is a critical piece of this company's future. You will be exposed to all parts of running a business. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com. www.insurancerecruitersusa.com

(4) General Counsel (\$200K)

Midwest

This is an established AM Best A rated company. The position will report to the President of the carrier. You will have experience in the P&C industry or the financial services business. The General Counsel for this firm will have a seat at the leadership table to influence the strategic direction and ultimate outcome of the company. This company is expanding and so the position will be involved in product roll outs, filing, regulatory compliance, etc. Additionally, the role will have traditional General Counsel Responsibilities in contract reviews, human resources, vendor management, real estate, reinsurance agreements. This company is part of a global group so there will be involvement in corporate legal also. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com.

www.insurancerecruitersusa.com

(5) CUO Commercial Underwriting (\$200K + Participation)

Dallas, TX

This A rated carrier is looking for leadership in its commercial underwriting operation. This position will report directly to the President of the company. You must have a solid underwriting history in commercial lines to include auto, GL, WC and packages. You will be responsible for this \$100 million plus portfolio of agency delivered business. The responsibility will include management of the entire underwriting complex to include loss control, audit, etc. Specific corporate/home office underwriting will be very helpful which would include management of line of business, rate analysis, product development, competitive analysis, pricing and appetite. You must have strong leadership skills and be excited about your career and the business. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com. www.insurancerecruitersusa.com.

(6) Property E&S (To \$175K)

Atlanta, GA / Tampa, FL

A+ Best rated global insurance group seeks E&S Property Underwriter in Tampa or Atlanta. This company has enjoyed significant expansion in the property market and has had solid profitability. They seek to expand this division by hiring underwriters with strong property acumen and a comfort dealing with wholesale brokers. The risks include both coastal cat and non-cat business and TIV's below \$1 billion. Their class of acceptable risk selection is wide and open to a variety of categories. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com. www.insurancerecruitersusa.com

(7) Equity Producer (\$150K - \$300K)

Any City

Highly successful independent agency seeks a seasoned Producer with a following or niche to join the owners of the firm. This is an equity opportunity to join a firm that has been growing quickly and steadily. This firm is so busy that they can take people with non-competes. They can keep you working on their accounts and away from your accounts for 12 or 24 months while your non-compete expires. This opportunity will allow you to stay where you are. They will provide marketing and

technical support from their offices and they own a wholesale and MGA operation and employ underwriters and may get the pen for your niche in the future. Meanwhile, they have several markets and relationships to place your business with. This organization is looking to take their successful sales people and provide an equity opportunity for a long-term relationship. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com.
www.insurancerecruitersusa.com

(8) Property Leader Middle Market (\$150K - \$200K)

Northeast

This is an excellent opportunity with this highly visible and strongly capitalized insurance carrier to have impact on their property portfolio and your career. You must have a clear and deep knowledge of the CAT exposed middle market commercial product areas to include coastal exposed in Florida and the Gulf Coast. The specific occupancies will include, but are not limited to condos, retail and offices. You will understand RMS modeling and engineering characteristics that make an account in this space a better risk compared to peers in the group. This carrier has the capital to deploy for a smart move into this underserved space. You will have a great underwriting pedigree and have strong leadership skills. For more information, please contact Rick Mockel at 954.421.0122 or rick@iicuri.com.
www.insurancerecruitersusa.com

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

East

Posted by Hollinger Jobs as of 5/27/14: A+ property and casualty insurance carrier is seeking a Commercial Underwriting Director to provide input and sound judgment into the development of underwriting policies and standards that support developing products, services, and new programs and work in conjunction with Product Development to develop coverage forms and appropriate pricing. 10 -15 years multi-line middle market underwriting experience in P&C with a strong background in insurance coverage and with at least 5 years prior staff management experience. Knowledge and experience in product development a plus. 4 year college degree with strong verbal and written skills. CPCU or equivalent professional designation or educational equivalent. Travel to underwriting branch offices as

needed with a base in New York City. Salary \$150K - \$175K depending upon experience level, bonus, benefits package including 401K, pension plan and company car provided. Approximately 30% travel, mostly to branch offices. Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the National Association of Personnel Services, the Professional Liability Underwriting Society, the Society of Human Resource Management, and the Worldwide Employee Benefits Association.

(10) Large Account Property Specialist (\$150K - \$170K)

Boston, MA

This highly rated company is recognized as a go-to-market in the “all risk” property arena. This division does both primary and excess layers. This is a national footprint that has a very strong relationship with wholesale brokers nationally. They are highly skilled underwriters and are looking to add a talented team member. You will have a demonstrated track record of better than average success in the high risk property business. You will be intellectually strong in understanding modeling, pricing and coverage issues. You will be part of this highly collaborative, high visibility and highly impactful company. You will need to be able to differentiate yourself. This company is a market maker. For more information, please contact Rick Mockel at 954.421.0122 or rick@iicuri.com. www.insurancerecruitersusa.com

(11) Business Development Manager (To \$150K + Bonus)

Philadelphia, PA & Seattle, WA

A+ Best rated carrier seeks Marketing Executive to lead distribution relationships. This person will have responsibility for developing the distribution strategy including the design of commission plans and setting the production goals of those producer partners as well as those of the in-house sales team. You will appoint new agents and evaluate underperforming producers for termination. This position will be heavily involved with internet sales. You will also identify affinity partners that will support the development of program business. This is specialty niche business and they design products to supply customers with all property casualty exposures. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com. www.insurancerecruitersusa.com

(12) California E&S Construction Underwriter (To \$150K + Bonus)

San Francisco, CA

A+ rated international carrier seeks an E&S construction underwriter to join the west coast casualty operation. This operation is located in San Francisco and will handle primary casualty non-admitted casualty construction accounts. This is a growing book of business that is generated through the wholesale broker distribution community. This operation has grown to over \$25 million in mono-line GL and they handle wrap-ups across the country. Buyers and brokers like the A+ Best rating because it makes getting excess coverage less challenging. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com. www.insurancerecruitersusa.com

(13) Regional Underwriting Manager (\$150K + Bonus)

California

Major insurance group with a national foot print and an established inland marine book is looking for a strong property and inland marine underwriter to head up the expansion and projection of their capabilities. This regional role requires strong commercial property inland marine underwriting skills and the knowledge of the agency / brokerage distribution system in the territory. This hybrid role will be instrumental in developing strategy, guidelines and appetite. Market knowledge, underwriting skill, energy and passion will get you an opportunity with an outstanding operation with visibility and the opportunity to grow. For more information, please contact Rick Mockel at 954.421.0122 or rick@iicuri.com. www.insurancerecruitersusa.com

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

Atlanta, GA

A rated specialty E&S carrier with an excellent reputation seeks Manager to lead their casualty E&S book. This position has responsibility for the east coast primary casualty business. This is non-admitted surplus lines business that is delivered through wholesale brokers. This operation has been moved to Atlanta and involves growing a department of underwriters over time. For more information, please

contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com.
www.insurancerecruitersusa.com

(15) Director of Home Office Underwriting (To \$140K + Participation)
Northeast

This specialty carrier, known for their business acumen, enjoys both an excellent AM Best rating and outstanding brand recognition. They have been growing their volume and expanding their operation and they have an opportunity in their home office for a solid commercial property / casualty underwriting professional. The role will report to the Senior Vice-President of Underwriting with its focus on the operational aspects of the underwriting side of the business. Responsibilities will include product development, data integrity review and approval for corporate CAT projects, management of loss control and premium audit vendors, act as an IT resource with respect to underwriting systems, management of underwriting SOX compliance as well as underwriting review programs. Position will also interface with reinsurance and actuarial departments. Interdepartmental skills will be important. If you are a solid underwriter, understand the business and have had exposure to these operational underwriting areas you could be considered for this opportunity and move yourself to the next level. For more information please contact Rick Mockel at 954.421.0122 or rick@iicuri.com. www.insurancerecruiterusa.com

(16) Package / Property Home Office Underwriter (\$130K + Bonus)
New Jersey

This is a highly rated insurance company with a very strong capital position. This carrier is growing in the US and is currently seeking a strong technical underwriting professional in the property business. Your experience can be in the mono-line property area or packages. This position will report directly to the executive officer of the department. You will be responsible for delegating underwriting authority, training and development, pricing, and product and be a part of the leadership team in the strategic direction of the property portfolio. For more information, please contact Rick Mockel at 954.421.0122 or rick@iicuri.com.
www.insurancerecruitersusa.com

(17) Territorial Property / Inland Marine Specialist (To \$130K plus Bonus)

Texas

This operation is part of a major insurance group that is focusing on the expansion and projection of their capabilities within the property / inland marine market. This highly rated firm is seeking a very strong underwriter that is solid in their marketing skills as well as possessing a high degree of business intelligence and an entrepreneurial spirit. The task at hand is to profitably develop a territory through the building and maintaining of long lasting relationships with their distribution partners. As the owner of this market you will help in developing strategy, guidelines, risk appetite and pricing. This role has a high degree of visibility and is looking for an individual that could grow and progress to a leadership position. It has enormous potential. For more information please contact Rick Mockel at 954.421.0122 or rick@iicuri.com. www.insurancerecruiterusa.com

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

New York area

Posted by Hollinger Jobs as of 5/27/14: A top 20 broker in the NY area seeks a highly motivated, professional individual to work with large national accounts in a Sr. AE role. This position is available due to a retirement. Ideal candidates should have 10+ years of experience in handling significant P&C accounts, both national and regional. This is a full servicing role and AEs are expected to have solid technical competencies, take a consultative approach in client interface, provide viable market options and actively explore any potential business development opportunities. Additionally, they must have a history of developing and maintaining client relationships and rounding out of accounts. This is a collegial team oriented environment where everyone pitches in for the client's needs. College degree and licenses are expected. Advanced degree, CPCU, CIC, etc. are preferred.

Compensation base will be \$125K - \$160K+, DOE. Please submit your resume in confidence to John R. Huttner, President, David J. Hollinger Associates Inc. at jrhuttner@hollingerjobs.com, or you may contact John Huttner at 732.247.5656.

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(19) Medical Malpractice Litigation (To \$125K)

New York, NY

This is an opportunity for highly skilled claims professional that understands the significantly complex world of medical malpractice. You will be heavily involved with the customers (insureds) so you will need strong technical skills along with the emotional intelligence to be exposed to the highest levels of the hospital or group. A law degree is strongly preferred but if you have a very strong track record of success in malpractice claims you will be considered. This position will provide excellent intellectual stimulation through the most complex and large exposures. Salary is up to \$125K. For more information, please contact Rick Mockel at 954.421.0122 or rick@iicuri.com. www.insurancerecruitersusa.com

(20) Senior Account Executive - Retail Brokerage (To \$125K)**New York, NY**

Posted by Hollinger Jobs as of 5/27/14: Established retail brokerage firm due to new business is seeking an addition to staff, a Senior Account Executive for Commercial Lines General Business. The qualified candidate will be responsible for marketing new business for Producers and market renewals. Service and monitor unit accounts and disseminate account activity. Evaluate existing coverage and make recommendations as needed. Receive, review and forward invoices, policies, endorsements and other documents as necessary. Review and audit policies for compliance with internal procedures and in accordance with binders' specification. Apply (basic) proficiency of loss analysis, SIRs, Retrospective Rating/loss sensitive plans on account activity as needed. Assure proper disposition of items on expiration lists. 7-10 years servicing experience, preferably with broker; Up to \$125K base + incentives and full benefits package. College degree required. P&C License required; Strong background servicing real estate accounts; Excellent interpersonal, technical and pc skills. Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the National Association of Personnel Services, the Professional Liability Underwriting Society, the Society of Human Resource Management, and the Worldwide Employee Benefits Association.

(21) Corporate Workers Compensation Claims Manager (\$120K - \$130K)**Northern New Jersey**

Posted by Hollinger Jobs as of 5/27/14: A+ property and casualty carrier with domestic and global business is seeking a Claims Manager-Home Office Workers Compensation for Northern New Jersey. This position is responsible for national business, reporting to the field Branch Claims Offices nationwide, insuring compliance with all claims handling guidelines, including reserving and payment practices, resource management, regulatory requirements and Fair Claims Practices Acts through the national branch claims offices. The Claims Manager will also be responsible for developing and managing medical case management programs including case management, utilization reviews, selection and implementation of a medical provider network (MPN) that will provide high quality, cost effective health services for the insureds. There are no supervisory responsibilities associated to this position however, there is oversight of workers compensation claims nationwide as the Claims Manager will provide feedback, guidance and training(as well as conduct claims audits) to the WC Claims Managers nationwide. Qualifications include 10+ years of direct workers compensation claims adjusting, reserving and regulatory expertise in the property and casualty insurance carrier and / or mix of carrier / tpa and large brokerage environments. Candidates must have a strong background with medical case management. College degree preferred but not required. Travel nationwide to claims branch offices; \$120K - \$130K; base + bonus plan and full benefits package. Please submit your resume in confidence to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or call Jim at 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingersjobs.com, or Catarina Oliveira, Recruiting Specialist at coliveira@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

**(22) Home Office Underwriting Supervisor Northern (\$120K - \$130K)
New Jersey**

Posted by Hollinger Jobs as of 5/27/14: A+ national carrier is seeking a Commercial Lines Underwriting Supervisor. Reporting to the SVP of Underwriting, the Underwriting Director will be responsible for underwriting operations, administrative and compliance functions. Major emphasis managing and oversight of quality review, SOX Compliance, reinsurance treaties, IT / Underwriting systems, CAT

modeling projects, product development, policy drafting and other assigned duties. 7-12 years of progressive commercial multi line underwriting management as well as deep technical expertise related to product development, compliance and IT / systems. Excellent pc, interpersonal and communication skill sets; Leadership background required; College degree, CPCU, CIC, ARM or other appropriate designations highly desirable; experience working in a leadership role within a corporate or Home Office environment preferred. \$120K - \$130K base including incentives and full benefits package; please submit your resume in confidence to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or call Jim at 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingersjobs.com, or Catarina Oliveira, Recruiting Specialist at coliveira@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(23) E&S Casualty Underwriter (To \$115K Base)

Chicago, IL

Global A rated P&C insurance carrier seeks a seven year strong casualty underwriting type with experience in primary surplus non-admitted casualty and a solid contact base with the Midwest wholesale brokerage market. This is an opportunity to utilize your technical underwriting within a firm that enjoys an excellent reputation in the market place. This is A paper for auto, general casualty and some product liability lines, primarily for the construction and manufacturing fields. This division has been growing and handled eight Midwestern states. This is a profitable book of business. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com. www.insurancerecruitersusa.com

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

New York, NY

Posted by Hollinger Jobs as of 5/27/14: A+ property and casualty carrier with domestic and international business is seeking a Sr. Casualty Underwriter for their NYC underwriting operations. The qualified underwriter will have 5-10 years direct experience and will be responsible for writing new business both domestic and international. Experience and / or exposure to Reverse Flow business and interest in

Reverse Flow is required. The qualified underwriter will have a background underwriting gl, auto, wc, property, excess, umbrella as well as some E&O professional liability. Deep knowledge of ISO ratings and casualty policy forms required. In addition, the underwriter on occasion will travel domestically and internationally to visit global underwriting offices and client visits. College degree preferred. CPCU, ARM other insurance professional designations highly desirable. Strong technical, analytical and business development skills required. Excellent communication and writing skills as well as bilingual a strong plus. Salary to \$120K depending upon experience level, bonus plan, full benefits. Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the National Association of Personnel Services, the Professional Liability Underwriting Society, the Society of Human Resource Management, and the Worldwide Employee Benefits Association.

(25) Claims Management – Workers Compensation (\$110K)

Midwest / Chicago

This is a well respected A rated insurance company that is profitable and continues to grow prudently. The position will lead the WC claims function for this \$200 million P&C carrier. This isn't a WC specialty firm, but has WC in its portfolio. You will be strong technically in WC but as important you are a strong leader of people and strategy. You will be part of the claims nucleus that will set the course for continued success. Department of approximately ten people. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com. www.insurancerecruitersusa.com.

(26) Brokerage New Business Development Opportunity Producer / P&C Sales (\$100K - \$200K)

New Opportunity - NYC, New York

Posted by Hollinger Jobs as of 5/27/14: Our client, an established and growing Brokerage firm in NYC, is actively seeking individual producers with an established history of P&C sales and production in consequential middle market business. The qualified candidate will have a proven history in revenue generation, new business development, sales and marketing, and a track record of developing and

maintaining relationships. This is a profitable, well-run Brokerage Firm and this position affords an excellent opportunity for someone to grow and maintain a book of business. Candidate must have strong interpersonal skills, a high degree of technical competencies, be “well connected” in the respective community and business niches, and have a strong “pipeline” and business plan. College degree and licenses are expected. Advanced degree, CPCU, RPLU, etc. are helpful. Compensation will be \$100K - \$200K, DOE with generous and competitive commissions, plus a complete benefits package and bonus. Please submit your resume in confidence to John R. Huttner, President, David J. Hollinger Associates Inc. at jrhuttner@hollingerjobs.com, or you may contact John Huttner at 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.

(27) Risk Management Vice President (\$100K - \$140K +)

New York, NY

Posted by Hollinger Jobs as of 5/27/14: Our client, a national financial services firm, is seeking a #2 Risk Management candidate as part of the company’s overall succession planning strategies. This role works with the head of Risk Management to identify and manage risks and is responsible for all P&C covers with an emphasis on financial services and property holdings. This is an immediate hire and duties will include working with various divisions in planning and strategy of portfolio management, asset management and acquisitions. Ongoing duties include management of all insurances for financial services, commercial real estate and property portfolios, including working with brokers on annual renewals and claims processing, recommending and implementing process improvements and supervision of direct reports. A working knowledge of CAT, environmental, and construction-related insurances is a plus. This is a collegial environment and appropriate candidates must be able to both work independently and as part of a team. Ideal candidates will have 5-10 years of risk management experience, a College degree or Advanced degree is expected; ARM, CPCU, RPLU, etc. are helpful. Compensation is DOE \$100K - \$140K+. Please submit your resume in confidence to John R. Huttner, President, David J. Hollinger Associates atjrhuttner@hollingersjobs.com, or call John at 732.247.5656. Additionally, you may

reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com. Hollinger is a member of: the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association, Top Echelon Network, and the National Insurance Recruiters Association.

(28) Senior Auditor (\$100K - \$125K)

Southern New England Area

Posted by Hollinger Jobs as of 5/27/14: Our client, a major carrier seeks a Senior Auditor who will focus on the development and execution for the US audit plan. This role is responsible for drilling down into existing internal controls for audits, performing analyses and making recommendations for new procedures within the operating groups, including an in depth analysis of financial and operational standards; additionally, assessing the business processes and evaluating the overall risks. Some overnight travel. Collegial environment with a good opportunity to grown within the existing structure. Ideal candidate will have 5+ years commercial P&C auditing experience, plus supervisory experience. Strong knowledge of GAAP and Statutory accounting principles, as well as claims, and underwriting operations also a must. A degree along with a CPA or CIA is a plus. Compensation DOE \$100K - \$125K plus bonus. Please submit your resume in confidence to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingersjobs.com, or call John at 732.247.5656. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(29) A&E Claims Manager (\$100K - \$120K)

Hartford area, CT

Posted by Hollinger Jobs as of 5/27/14: Our client an A+ P&C insurance carrier is seeking a Claims Manager to join their CT office. The ideal candidate will have a strong understanding of professional liability claim management, as well as, a proven background in handling Architects, Engineers, Construction, and/or Builder's Risk claims. The chosen candidate will manage individual claims from start to finish and consistently work to maintain high quality claims management and customer service experience. College degree and/or industry designations are expected.

Compensation will be dependent upon experience, \$100K - \$120K plus bonus and full benefits package. Please submit resumes and referrals to Cat Oliveira Caulfield at coliveira@hollingerjobs.com or to Jim Lieberman at jalieberman@hollingerjobs.com, or call Cat / Jim at 732.247.5656 Hollinger is a member of: the National Insurance Recruiters Association, the National Association of Personnel Services, the Professional Liability Underwriting Society, the Society of Human Resource Management, and the Worldwide Employee Benefits Association.

(30) Commercial Property Casualty Underwriter (To Low \$100K + Bonus Potential)

Chicago, IL

Due to growth and expansion this highly rated specialty carrier has an excellent opportunity in their Chicago location for a sharp commercial property casualty underwriter that has good underwriting and marketing skills. This is a growth opportunity with a quality organization and will require a business intelligent underwriter that is interested in growing an operation as well as their career. Firm specializes in high end habitational exposures as well as high end restaurant risks. In addition to having strong underwriting and marketing skills you will need to be able to work with little direction and be able to assist in guiding another underwriter. This is a future leaders opportunity and if you think you have the skills for the role, please contact Rick Mockel for more information at 954.421.0122 or rick@iicuri.com. www.insurancerecruiterusa.com

(31) Claims Manager – Agriculture (\$95K - \$110K)

Atlanta, GA

Posted by Hollinger Jobs as of 5/27/14: Our client an A+ P&C insurance carrier is seeking a Claims Manager to join their Atlanta, GA office. The ideal candidate will have a strong understanding and proven background in agricultural / farmers claims management. The chosen candidate will manage individual claims from start to finish and consistently work to maintain high quality claims management and customer service experience. Candidates from a legal background (attorneys) with experience in farmers / agricultural business litigation are encouraged to apply. College degree and/or industry designations are expected. Compensation will be dependent upon experience, \$95K - \$110K+ plus bonus program and full benefits

package. Please submit resumes and referrals to Cat Oliveira Caulfield at ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the National Association of Personnel Services, the Professional Liability Underwriting Society, the Society of Human Resource Management, and the Worldwide Employee Benefits Association.

(32) Referral Underwriter – Commercial Property (\$90K - \$130K)

Northern New Jersey, NJ

Posted by Hollinger Jobs as of 5/27/14: A+ property and casualty carrier with domestic and global business has a newly created position, a Commercial Property Referral / Home Office Underwriter. Reporting to their Head of Property, the qualified candidate will provide complete underwriting support for all property, inland marine and crime related commercial accounts. The Referral Underwriter will work with both field and inside property underwriters and managers with respect to referral underwriting, product development, compliance, underwriting guidelines and manual development, underwriting training, IT / Systems, competitive analysis, forms development and other assigned projects. The Referral Underwriter will additionally partner with IT, Actuarial / Product Development and Property Claims experts. Qualifications include a 4 year Bachelor's Degree preferred. CPCU, CIC, AU preferred and / or pursuing designations a plus, deep knowledge of commercial property products, underwriting, pricing and coverage. Strong analytical and problem solving skill sets. Proven background working well in a team with excellent project management, interpersonal and communication skill sets. Position is based in Northern New Jersey. Candidates from New York City Area and Eastern Pennsylvania Region also encouraged to apply. \$90K-\$125K depending upon experience level, including bonus and full benefits package, 401K, pension plan. Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the National Association of Personnel Services, the Professional Liability Underwriting Society, the Society of Human Resource Management, and the Worldwide Employee Benefits Association.

(33) Excess Casualty Underwriter (\$90K - \$120K)

Northern New Jersey, NJ

Posted by Hollinger Jobs as of 5/27/14: A+ carrier with national and global business is seeking an addition to staff, an Excess Casualty Underwriter to join a growing team developing a \$30-\$60 million dollar national book of business. The qualified candidate will have 5-10 years of direct commercial lines (small to mid size accounts) underwriting all lines (gl, wc, auto, excess) and marketing to the wholesale brokerage community. Candidates who underwrite most of these coverages and / or work with retail brokers and want to work with wholesalers with the willingness and desire to take on more responsibility and have an aggressive and motivating desire to succeed will also be strongly considered. College degree preferred. Designations or pursuing designations a plus. \$90K - \$125K + bonus and full benefits package. Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the National Association of Personnel Services, the Professional Liability Underwriting Society, the Society of Human Resource Management, and the Worldwide Employee Benefits Association.

(34) Surplus Lines Property Underwriter (\$85K - \$130K)

Southeast

Posted by Hollinger Jobs as of 5/27/14: A+ property and casualty insurance carrier with national book of business is seeking a Surplus Lines Underwriter for the Southeast / Florida / Georgia region. Qualified candidates will have 7-15 years of commercial property underwriting and marketing experience, including CAT and non-CAT business, preferably within the excess and / or surplus lines environment. Candidates should have direct underwriting experience with a p&c carrier. Proven background developing retail and / or wholesale brokerage relationships. College degree preferred. CPCU and / or other designations highly desirable. \$85K - \$130K base depending upon experience level, including bonus plan and full benefits package. Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the National Association of Personnel Services, the Professional Liability Underwriting Society, the Society of Human Resource Management, and the Worldwide Employee Benefits Association.

(35) Ocean Marine Claims Specialist (\$85K - \$95K)

NYC, NY

Posted by Hollinger Jobs as of 5/27/14: A+ property and casualty carrier is seeking an addition to staff, an Ocean Marine Claims Specialist, to conduct thorough investigations, evaluate and negotiate complex claims including litigation, coverage issues and subrogation that will ensure compliance with carrier claim handling guidelines & / or requirements of principals regarding TPA business, including reserving and payment practices, resource management, regulatory requirements and Fair Claims Practices Acts. Bachelor's degree (B. A.) from four-year college or university is preferred. High School Degree or G.E.D. is required. 10+ years proficiency in Ocean Marine and Cargo claims experience including handling marine claims; successfully negotiating settlements; verifying coverage; appropriately setting reserves; and successfully completing investigations. \$85K - low \$90K's base range plus incentives, full benefits package. NYC location. Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656.

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(36) Commercial Underwriting Auditor (\$85K - \$95K)

New York City, NY

Posted by Hollinger Jobs as of 5/27/14: A+ property and casualty carrier is seeking a Commercial Lines Underwriting Auditor. The qualified candidate will have 7-15 years of commercial multi line or package underwriting at the Home Office level, but will consider branch underwriters with strong technical and underwriting operations background. Underwriting audit background required, acting as an individual auditor or part of an underwriting audit team. Bachelor's Degree required. CPCU or CIC designations highly considered. \$85K - \$95K base + incentives, benefits package. Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the National Association of Personnel Services, the Professional Liability Underwriting Society, the Society of Human Resource Management, and the Worldwide Employee Benefits Association.

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

New Jersey / New York

Posted by Hollinger Jobs as of 5/27/14: Our client, a national brokerage firm, is expanding its practice to include a full range of P&C commercial lines. This has created several exciting growth opportunities for Insurance Sales Professionals / Producers in the NY / NJ area. It is not necessary for the producer to have or move a book of business to qualify for this position. This is a uniquely structured role with committed back office support and well-established prospecting and qualifying systems in place. Appointments are researched, pre-qualified and assigned by the business development team to each producer. Additionally, new producers will receive ongoing training and development for sales methods and techniques and specific P&C product training. There is a strong benefits team in place so cross-selling opportunities, account migration and working closely with the benefits producers is encouraged. Qualified Candidates must demonstrate strong communication, negotiation and closing skills, as well as having 5 years of solid sales experience in P&C insurance and / or related industry sales. In addition, having a proven track record of soliciting new accounts and generating revenue, along with the knowledge to cross-sell group benefits is a plus. Strong technical competencies and knowledge of product line coverage and risk exposures is a major asset. College degree and licenses are expected. Advanced degree, CPCU, RPLU, etc. are helpful. Compensation will be DOE \$80K - \$160K base with generous and competitive commissions, plus a complete benefits package and bonus. Please submit your resume in confidence to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com, or call John at 732.247.5656. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(38) Commercial Underwriting Unit Leader (\$80K - \$95K)

Burlington, VT

Posted by Hollinger Jobs as of 5/27/14: A+ property and casualty insurance carrier is seeking a Commercial Underwriting Unit Leader for their Vermont underwriting facility. Qualified candidates should have 6-10 years of commercial multi line

underwriting, middle market account background, underwriting and marketing to retail agents in Vermont. Proven background underwriting profitable business in addition to, establishing retail agency relationships in a leadership role. College degree preferred. \$80K - \$95K including full benefits, profit share, etc. Succession planning opportunities based on performance. Insurance designations desirable. Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the National Association of Personnel Services, the Professional Liability Underwriting Society, the Society of Human Resource Management, and the Worldwide Employee Benefits Association.

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

New York

Posted by Hollinger Jobs as of 5/27/14: Our client, a well established broker with offices in NY, seeks an experienced Sr. AE with medium to large size account background. This is a full service AE / client servicing function with additional duties for new business development and rounding out of accounts. Ideally, candidates should have 5+ years of experience in a consequential servicing role, along with strong technical competencies. This individual will be responsible for day to day servicing and account management, thus ensuring overall account profitability. Additionally, each candidate must have a history of developing and maintaining client relationships, as well as, new business development & marketing to prospective clients. This is a solid team oriented environment with each person responsible for their own work and pitching in where necessary. College degree and licenses are expected. Advanced degree, CPCU, CIC, etc. are preferred. Compensation will be \$75K - \$100K+ DOE. Please submit your resume in confidence to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingersjobs.com, or call John at 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

New York, NY

Posted by Hollinger Jobs as of 5/27/14: Our client, an established insurance brokerage firm in NY, seeks a motivated professional to work in an AE role with large middle market accounts with premiums up to 2 Million (real estate, manufacturing, financial firms). Position handles day to day account servicing and management, including client interface. Candidates should have 5-10 years of experience in a client servicing role, excellent communication and relationship building skills, as well as strong technical competencies. This is a friendly team oriented environment. College degree and licenses are preferred. Advanced degree, CPCU, CIC, etc. are a plus. Compensation is flexible, DOE. \$75K - \$95K+ and bonuses. Please submit your resume in confidence to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingersjobs.com, or call John at 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

New York

Posted by Hollinger Jobs as of 5/27/14: We are recruiting for marketing rep to develop the upstate NY territory for an established program manager / underwriter. This role is responsible for marketing Workers Comp programs and underwriting services to brokers and agents and developing program initiatives with the marketing and underwriting staff. The successful candidate will have a minimum of 3-5 years of marketing experience including worker's comp, a history of developing and maintaining client relationships, and new business development & marketing to prospective clients. Knowledge of safety, loss control and / or claims is an additional plus. College degree and licenses are preferred. Advanced degree, CPCU, CIC, etc. are welcome. Compensation will be DOE \$75K - \$90K+ and bonus. Please submit your resume in confidence to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingersjobs.com, or call John at 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

Hartford, CT

Posted by Hollinger Jobs as of 4/10/14: P&C carrier is seeking a Senior Financial Analyst, a member of the U.S. Finance Team, engaging in all aspects of Financial and Regulatory reporting, including responsibilities related to State filings, premium tax returns and corporate tax returns. The position is a key contact for both the external auditors and external tax advisors. The main responsibilities of the position include preparation and filing of the Statutory "yellow book" for the insurance carrier. B.S. Degree in Accounting. 5-10 years experience with financial reporting, preferably in the financial services industry (insurance being most preferred) related industry. Must have passed CPA requirements. Compensation: \$80K's+20% discretionary bonus, OT eligible, full benefits package. Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the National Association of Personnel Services, the Professional Liability Underwriting Society, the Society of Human Resource Management, and the Worldwide Employee Benefits Association.

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

New Jersey

Posted by Hollinger Jobs as of 5/27/14: Our client, a well established broker with office in NJ, seeks a skilled Marketing Specialist. This role is responsible for handling new business submissions and renewal marketing of casualty accounts, including Real Estate & Manufacturing, as well as, financial firms. Must be able to work with producers and AEs on strategy for each account submission. The company environment is collegial and team oriented with each person expected to perform their own work as well as assist in servicing the client's needs overall. The ideal candidate will have 3-5+ years of large account experience and good carrier relationships should be in place. College degree and/or designations preferred. Compensation is \$75K, DOE. Please submit your resume in confidence to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingersjobs.com, or call John at 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(44) Brokerage AE – Large Accounts (\$75K)**New York, NY**

Posted by Hollinger Jobs as of 5/27/14: Our client, a top ten broker in the NYC area, seeks a professionally driven candidate to work with large and national accounts in an AE role. This individual is responsible for day to day account servicing and management, ensuring overall account profitability. Ideal candidates should have 3-5 years experience in a client servicing role, excellent communication and relationship building skills, as well as strong technical competencies. The client company is well run with an environment that is collegial and team oriented with each person expected to perform their own work as well as assist in servicing the client's needs overall. College degree and licenses are expected. Advanced degree, CPCU, CIC, etc. are preferred. Compensation will be \$75K, DOE. Bonus potential and long term promotional opportunities. Please submit your resume in confidence to John R. Huttner, President, David J. Hollinger Associates Inc. at jrhuttner@hollingerjobs.com, or you may contact John Huttner at 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.

(45) Underwriter Sr. Commercial (\$70K - \$95K)**New Jersey**

Posted by Hollinger Jobs as of 5/27/14: A+ property and casualty carrier with a niche in specialty business is seeking a Commercial Underwriter with multi line commercial and / or package underwriting with products liability experience to underwrite and market profitable business in an effort to continue to grow and expand the New Jersey Operations. Qualified candidates should have a minimum of 7 years commercial underwriting & sales/marketing to independent agents. ISO Forms background required. Excellent technical and business development skill sets is required. Well versed in commercial coverages. Work with internal and external departments to increase bottom line. College degree and / or designations preferred. This is a growth opportunity position. \$70K - \$95K including full benefits package. Please submit resumes in confidence to Jim Lieberman, Sr. Vice President at jalieberman@hollingerjobs.com or call 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the National Association of Personnel

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

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

New York / New Jersey area

Posted by Hollinger Jobs as of 4/10/14: A+ property and casualty carrier is seeking a Commercial Lines Underwriter to add to their team. The ideal candidate will possess 4+ years of commercial underwriting experience with an emphasis on habitational accounts. The chosen candidate will evaluate the risk characteristics and loss potential of new and renewal business, as well as, re-underwrite the existing renewal book of business. Candidates must have excellent written, oral, and presentation skills. A college degree is expected, and possession or pursuit of industry designations desired. Compensation will be dependent upon experience, and can be expected to range between \$70K - \$85K and Benefits.

(47) E&S Broker / Production Underwriter (\$70K - \$80K)

Charlotte, NC / Chicago, IL / Seattle, WA / New England

Posted by Hollinger Jobs as of 5/27/14: Established national wholesale brokerage/MGA is seeking an addition to staff, a wholesale broker / production underwriter to develop and place new business through the retail agency plant system. The qualified candidate will have 3-5 years of any combination of E&S brokerage, sales, marketing and underwriting or come from the a property and casualty commercial lines carrier in a commercial production underwriter role looking to transition to the E&S marketplace in a wholesale broker / production underwriting role. Existing background with commercial multi line coverage required (strong gl, auto, property). Workers Compensation and / or Professional Lines backgrounds highly desirable. Proven background creating and placing new business, establishing relationships and opening doors to create new business partners within the independent retail agency plant system required. Small to large account size background. College degree. CPCU, RPLU, CIC, ARM designations a plus. Entrepreneurial minded candidates preferred. \$70K - \$80K base including commissions structure, benefits package. Please submit your resume in confidence

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

(48) Account Executive / Account Manager (\$65K - \$100K)

Houston, TX

Highly successful retail operation that is experiencing exponential growth seeks an Account Manager or Account Executive to work with customers and assist with customer service and inquiries. This firm writes medical malpractice in the healthcare niche. Their customers are surgicenters, quick emergency centers and home health care groups. Experience with healthcare risks is a major plus. This is a seasoned team with an excellent work environment and atmosphere. Experience working in a brokerage environment or as an underwriter is desired. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com. www.insurancerecruitersusa.com

(49) Commercial Lines Habitational Underwriter (\$65K - \$75K +)

Essex County, MA

Posted by Hollinger Jobs as of 5/27/14: Our client an established and growing A+ rated carrier is seeking a Commercial Lines Underwriter-Habitational to add to their team. The ideal candidate will possess 4+ years of commercial underwriting experience with an emphasis on habitational accounts. The chosen candidate will evaluate the risk characteristics and loss potential of new and renewal business, as well as, re-underwrite the existing renewal book of business. Candidates must have excellent written, oral, and presentation skills. A college degree is expected, and possession or pursuit of industry designations desired. Compensation will be dependent upon experience, and can be expected to range between \$65K - \$75K+ plus benefits. Please submit your resume in confidence to Cat Oliveira Caulfield at coliveira@hollingerjobs.com or call Cat directly at 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the National Association

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

(50) Commercial Lines Habitational Underwriter (\$65K - \$75K +)

Middlesex County, CT

Posted by Hollinger Jobs as of 5/27/14: Our client an established and growing A+ rated carrier is seeking a Commercial Lines Underwriter-Habitational to add to their team. The ideal candidate will possess 4+ years of commercial underwriting experience with an emphasis on habitational accounts. The chosen candidate will evaluate the risk characteristics and loss potential of new and renewal business, as well as, re-underwrite the existing renewal book of business. Candidates must have excellent written, oral, and presentation skills. A college degree is expected, and possession or pursuit of industry designations desired. Compensation will be dependent upon experience, and can be expected to range between \$65K - \$75K+ plus benefits. Please submit your resume in confidence to Cat Oliveira Caulfield at coliveira@hollingerjobs.com or call Cat directly at 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the National Association of Personnel Services, the Professional Liability Underwriting Society, the Society of Human Resource Management, and the Worldwide Employee Benefits Association.

(51) Commercial Lines Underwriter - Habitational (\$65K - \$75K)

Middlesex County, CT

Posted by Hollinger Jobs as of 5/27/14: Our client an established and growing A+ rated carrier is seeking a Commercial Lines Underwriter-Habitational to add to their team. The ideal candidate will possess 4+ years of commercial underwriting experience with an emphasis on habitational accounts. The chosen candidate will evaluate the risk characteristics and loss potential of new and renewal business, as well as, re-underwrite the existing renewal book of business. Candidates must have excellent written, oral, and presentation skills. A college degree is expected, and possession or pursuit of industry designations desired. Compensation will be dependent upon experience, and can be expected to range between \$65K - \$75K+ plus benefits. Please submit your resume in confidence to Cat Oliveira Caulfield at coliveira@hollingerjobs.com or call Cat directly at 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the National Association

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

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

Philadelphia Suburbs / Montgomery County, PA

Posted by Hollinger Jobs as of 5/27/14: Established E&S brokerage/MGA is seeking a Production Underwriter / Broker to develop PA and NJ business. The qualified candidate will be provided with a book of business to service and will also be responsible for developing new business, underwriting and placement of business. Responsible for retail agency development as well as managing carrier relationships. Small to mid size account background. Qualifications include 3-5 years of direct commercial multi line production underwriting, sales / marketing with an E&S brokerage and / or carrier along with a proven background developing retail agency relationships. College degree preferred. P&C license required. Designations or pursuance of designations a plus. \$60K - \$70K including incentive / commission plan, full benefits, 401K, etc. Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the National Association of Personnel Services, the Professional Liability Underwriting Society, the Society of Human Resource Management, and the Worldwide Employee Benefits Association.

(53) Assistant Commercial Lines AE (Up to \$50K)

NYC

Posted by Hollinger Jobs as of 5/27/14: Established retail brokerage firm is seeking an Associate Account Executive for their NYC office. Assist account executives in processing daily account activity for both new and renewal accounts. Provide technical support in accordance with agency operating procedures. Candidates should have 3-5 years related experience with a broker or carrier. Bachelor's Degree preferred. P&C License required. Detail oriented with strong mathematical and communication skills. Ability to understand, analyze and research various lines of insurance. Computer Proficient. Excellent interpersonal skills. Compensation to \$50K base +benefits package. Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the National Association of Personnel

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

(54) Producer – Retail Brokerage Northern New Jersey (\$40K - \$70K)

Northern New Jersey, NJ

Posted by Hollinger Jobs as of 5/27/14: Established mid-size retail brokerage firm specializing in commercial and personal lines property & casualty and group benefits is seeking a qualified Producer as an addition to their existing sales force. The qualified candidate will have direct experience in property & casualty retail brokerage sales, new business development and marketing with a proven track record of soliciting new accounts, placing business and generating revenue. Well structured, committed and loyal back office support with established systems in place, including quoting and proposal creation support. Commercial lines production background required along with the ability to cross-sell personal lines and group benefits. College degree preferred. New Jersey Property and Casualty License required. Compensation \$40K - \$70K depending upon experience including commissions plan for new and renewal business, complete benefits program, communication tools to work in the field and additional financial considerations depending upon background, ability to bring a movable book of business, etc. Please submit resumes to Jim Lieberman, Sr. Vice President at jalieberman@hollingerjobs.com or Catarina Oliveira, Recruiting Specialist, coliveira@hollingerjobs.com or call 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the National Association of Personnel Services, the Professional Liability Underwriting Society, the Society of Human Resource Management, and the Worldwide Employee Benefits Association.

DIRECT JOB POSTINGS

(55) Arch Insurance Group Inc.

Vice President - Global Property

New York, NY

As of May 21, 2014

Description: The Vice President, Global Property will provide assistance to the Northeast Region Property Manager in the development of the firm's property insurance business for US domiciled accounts. He / She will underwrite, maintain, and grow a book of business in the Global Property specialty. He / She will develop and maintain client / broker relationships; evaluate and prioritize submissions; analyze exposure, coverage and contract language; formulate structure and determine pricing; and negotiate the final property insurance product. He / She will prepare and deliver presentations to clients and brokers.

Requirements: The ideal candidate is a self-motivated individual with at least ten years of property underwriting experience handling large and medium property accounts. Bachelor's degree preferred. Professional designations, particularly CPCU & ARM preferred.

We offer great benefits with over 27 days of paid time off, paid holidays, pension, 401(k) matching plan, employee stock purchase program, tuition assistance and much more. Qualified candidates please send your resume to archcareers@archinsurance.com.

(56) First Industrial Realty Trust, Inc.

Director of Insurance / Risk Management – Operations

Chicago, IL

As of May 15, 2014

Description: Identifies hazard and other risk arising from the Company's operations, including fleet and other nontraditional risk, which could adversely impact the Company, its subsidiaries and its JV partners. Analyzes and transfers risk through efficient administration of the corporate insurance program. Directs insurance brokers, insurance carriers, third-party claims administrators and other insurance-related vendors to renew policies, expedite claims, provide underwriting information, approve policy forms, reassess risks, recommend solutions, and so forth. Manages all losses within self-insurance layers and makes recommendations

on appropriate funding for loss reserves. Creates and modifies policies and procedures to reduce frequency and severity of losses. Provides timely risk management advice and information to the Company's regional offices, acquisition, development, disposition and joint venture business units. Interacts with inside and outside counsel, leasing personnel and customer representatives to facilitate transactions while protecting the Company from unnecessary liability through contractual risk transfer, the purchase of appropriate insurance, use of business tools and other means. Complies with internal audit department directives regarding Sarbanes-Oxley including proper signoffs and approvals. Manages Insurance / Risk Management department staff. Essential Job Functions: Directs and manages administration of the Company's corporate insurance program. Lines of coverage currently include: Commercial Property, Boiler & Machinery, Flood, Earthquake, Terrorism, Commercial General Liability, Umbrella, Worker's Compensation, Business Auto, D&O, Commercial Crime, EPL and Fiduciary. Directs invoices for payment and reports changes in portfolio according to policy requirements. Provides central point of contact for insurance broker, insurance carriers, and Company personnel. Maintains central files of insurance certificates issued, insurance policies/endorsements and paid insurance invoices. 2. Directs and manages administration of the insurance program for the Company's JV partners and Owner's Associations. Lines of coverage vary according to operating risks presented by each company. Assembles quarterly and annual reports as necessary and directs premium invoices for payment. Monitors insurance compliance of general contractors on behalf of the Development Services business unit. 3. Directs and manages resolution of claims falling within self-insurance layers. Monitors insured claims and provides customer service to regional personnel to assist in expediting claims settlement and payouts. Directs third party claims administrators to close open items and advocate maximum insurance benefits. Monitors self-insurance loss funds and reserves, recommending reserve changes to Senior Management as conditions warrant. Supports in-house counsel on insurance defense lawsuits. 4. Supervises Insurance/Risk Management staff consisting of one Insurance Administrator. 5. Directs insurance brokers and/or third-party claims administrators to conduct semi-annual claims reviews. Adjusts reserves, updates records and identifies trends. Improves safety and loss control by working with insurance brokers, regional personnel and inside/outside counsel to utilize business

tools in reducing the frequency and severity of losses. 6. Provides central point of contact regarding tenant compliance with insurance coverage provisions of lease contracts. Utilizes elements of property management system to identify non-compliance. Provides customer service to region by providing notice of tenants whose insurance is out of compliance and takes further steps as requested by region. 7. Assists Due Diligence & Investment and Operations/JV staff in analyzing transaction requirements, assessing insurance coverages and premiums, producing insurance certificates for lenders, buyers and sellers. Directs insurance brokers to provide documentation and otherwise meet deal requirements through conventional or creative solutions. Upon request, analyzes impact of environmental exposure risk-transfer mechanisms. 8. Directs and manages corporate fleet program for maintenance vehicles to reduce risk while controlling costs. Coordinates vehicle delivery, insurance coverage and legal documentation with preferred vendor under master lease program. Standardizes vehicle specifications, order forms and registration instructions. 9. Complies with all requirements of Sarbanes-Oxley as directed by internal audit department. Review and signoff requirements include, but are not limited to, annual portfolio risk assessment, annual A.M. Best review, quarterly property/casualty reserve account reconciliation and quarterly premium adjustment reports. 10. Interacts with outside attorneys, leasing brokers and risk managers involved in negotiations for prospective leases. Reviews changes to standard insurance wording, indemnity clauses and insurance certificates to minimize operating risks to FR and its affiliates. 11. Conducts presentations and other training sessions on timely insurance topics for regional training seminars and as otherwise directed by Senior Management. 12. Distributes handbooks and guidelines concerning insurance reporting and the handling of claims to regional personnel. Makes same available on the corporate intranet. 13. Maintains knowledge of current trends and developments in the field by reading appropriate books, journals, and other literature and attending related seminars, conferences, and the like. 14. Performs other duties as assigned, which may be essential to the position.

Requirements: Knowledge of real estate, commercial leases, various types of transactions and the insurance provisions of same keeping at a level normally acquired through completion of a bachelor's degree, paralegal training and approximately ten (10) years related experience; Knowledge of essential risk

management principles normally acquired through completion of the Associate in Risk Management (ARM) professional designation; Good interpersonal and telephone communication skills to exchange information with regional and corporate staff, insurance brokers and insurance carriers; Good written communication skills including ability to prepare accurate and appropriate documentation and to review, proofread, and check documentation for accuracy; Computer skills necessary to enter and manipulate words and data and use standard microcomputer based and web-based software to communicate with others, prepare documentation, and/or analyze data; Internal Contacts: Due Diligence & Investments to exchange information on new acquisitions, sales, joint ventures; Exchange information on new developments 'and properties about to go in service; Accounting department to exchange information on insurance premiums, budgets, claim resolution, expense allocation, and so forth ; Regional personnel to exchange information about lease transactions, claims, reporting, budgets, recoveries and so forth; External Contacts: Insurance brokers, insurance carriers, insurance consultants and vendors, outside counsel, general contractors and government agencies to exchange information and obtain materials.

To apply for this position, please visit <http://www.firstindustrial.com> and submit a resume and cover letter through our "Careers" section.

(57) Willis North America

Assistant Client Service Specialist - Client Services

Portland, OR

As of May 16, 2014

Description: This is a non-client facing role that provides account support for the client service teams. It is an entry level position, providing training necessary to move to higher level roles. Responsibilities: Assist with all aspects of the service for Willis Clients. Acquire dated renewal list & distribute to team Create master marketing file for documentation. Create and document delivery of the Client Engagement Guide prior to beginning the marketing process. Document request for, source and receipt of renewal / exposure information. Request loss runs. If fee

involved, support the fee process. If it is a surplus lines placement, and the state requires stamping, stamp client and file copy of policy. Document receipt of policies and endorsements. Record date of policy reviewed / checked, set diary for 30 days from inception. Document - Policy correct or Incorrect (check policy vs. binder / expiring policies / manuscript wording). Document and record date of transmittal of policies to client, using appropriate WEM required Wording. Refer all claims reported to the local office to the appropriate Claims Service Center.

Requirements: Basic understanding of insurance industry. Basic computer skills. Ability to work on a team. Effectively communicate in verbal and written formats. License not required. Experience not required.

Additional information on Willis may be found on its web site: www.willis.com. For more information please contact Paula Unger at 303.765.1608 or paula.unger@willis.com. Competitive salary and a comprehensive benefits package to full time employees. For more information on the role, please log on to: https://willis.secure.force.com/careers/apex/ts2__jobdetails?jobId=a0xE0000005h13J&tSource=a16E00000008r1CIAQ

(58) Willis North America

Assistant Client Service Specialist - Surety Bonds

Denver, CO

As of May 27, 2014

Description: Is responsible for the service and administration of an assigned group of accounts. The incumbents in this position possess the technical and interpersonal skills required to successfully provide consistent quality service in a professional manner. Incumbents in this position have demonstrated product knowledge regarding surety products. Responsibilities: Works in conjunction with and under the direction of Client Managers to perform servicing tasks, including but not limited to: Process bonds as directed by Client Manager using proper systems, forms, powers of attorney, riders, bond numbers, surety seals, etc. Input of all bond detail into SurePath as directed by Client Manager – Bid/Final/License Bonds. Coordination and

communication/scanning to Property/Casualty Department on insurance requirements – Bid and Final Bonds. Input bond detail into SurePath/ Sagitta integration to produce invoice – Final Bonds/License Bonds. Submission of new bonds and changes to surety company by e-mail Scanning of new bonds into Treeno. Process consents of surety, overrun/under run billings, riders, cancellations. Process license, permit and miscellaneous bonds for assigned Client Managers. Process monthly renewals on assigned accounts within established time line. Filing and photo-copying/scanning for assigned Client Managers within established time line. Establish, update and maintain bond and credit files in an orderly manner at direction of Client Managers. Provide back-up as requested to other Bond Department desks. Follow standard operating procedures as established or developed by department management. Obtain Colorado Insurance License and maintain continuing education requirements for license. Provide timely, quality service to all clients and prospective clients, and timely quality assistance to assigned Client Managers, Manager, and to surety personnel and co-workers. Commitment to use and support in the development of agency automation systems. Follow all office policies and procedures. Keep Client Managers current of all activity on an account. Maintain a neat and tidy work space. Attend department meetings. Responsible for identifying customer expectations, and to exceed them whenever possible.

Requirements: High School Diploma or Equivalent. Possession and maintenance of a Colorado Insurance License. Demonstration of participation in continuing insurance education programs. Requires a minimum of two years general office experience. Must possess interpersonal skills, including the ability to interact in a constructive and positive manner with clients, insurance company personnel, supervisors, coworkers and subordinates, i.e. “work well with others.” Must be able to project a professional image. Must possess communication skills, i.e. the ability to obtain information through effective questioning and listening, and the delivery of this information clearly, verbally and in writing. Must be able to organize, follow through and complete work product. Must possess and demonstrate the ability to pay attention to detail.

Additional information on Willis may be found on its web site: www.willis.com. For more information please contact Paula Unger at 303.765.1608 or paula.unger@willis.com. Competitive salary and a comprehensive benefits package to full time employees. For more information on the role, please log on to: https://willis.secure.force.com/careers/apex/ts2__jobdetails?jobId=a0xE0000005hBhM&tSource=a16E00000008r1CIAQ

(59) Willis North America

Claims Advocate - Claims

Oklahoma City, OK

As of May 15, 2014

Description: The Claims Advocate is responsible for timely and professional assistance and support including analysis, reporting and advocacy of current or potential claims. Acts as an advocate and claims specialist and maintains positive relations with clients, claimants, Producers, Account Executives, Account Managers and carriers. Knowledge of GL and property claims, litigation, and catastrophic injuries, some knowledge of specialty coverage preferred. Report to carriers GL, property, litigated, high exposure and specialty claims, including serious or catastrophic injury claims. Provides initial and on-going advocacy on serious/specialty claims, including detailed analysis, interpretation and negotiation of coverage and reserves. Notifies and works with the local Claims Consultant on highly significant cases requiring local Claim Consultant involvement. Gathers and reviews loss information and prepares claim status reports for quarterly or semi-annual claim review meetings. Responds to and advocate on claims, coverage and exposure questions from clients and Client Managers/Producers. Developing and growing relationships with clients, carriers, and retail Willis teams for the success of Willis (limited travel).

Requirements: Bachelor's degree related to Insurance, Business or Finance preferred. Professional designations preferred. 5 years' experience in insurance claims examination, investigation, adjudication or advocacy, including auto, general liability and worker's compensation claims. Experience working with Oklahoma

worker's comp required. Experience dealing with claims in the energy industry. Knowledge of laws, legal codes, procedures and processes involving insurance. Technical knowledge of product area or industry. Ability to analyze and report financial data. Ability to work independently.

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(60) Willis North America

Client Manager - P&C

Portland, OR

As of May 20, 2014

Description: The Client Manager is responsible for providing timely and professional day-to-day client service to Property & Casualty clients within assigned client group. Responsibilities: Provide continuous client service; Research and compile answers to client policy and coverage questions; Initiate relationships with and communicate with client decision makers and insurer personnel; Create certificate and auto identification guidelines for certificate center issuance; Identify, compile and manage information regarding account renewal, rounding and cross-sell opportunities; Request, install and implement policy changes and prepare new and renewal business submissions; Manage policy checking and delivery within mandated timeframe; Develop program design and final proposals for clients; Resolve client, carrier and/or vendor accounting issues, including collections, discrepancies, fee arrangements, billing contracts and vendor commission tracking; Gather vendor information and/or information from clients for marketing purposes; Prepare submissions and market risks; Provide necessary information to marketing via submission specifications including preparation and maintenance of client files; Follow up with marketing to clarify questions; Review proposed renewal with client

and obtain Consent to Bind and Consent to Compensation; Ensure Willis Excellence Model (WEM) compliance; Monthly Accounts Receivable review/collection; Maintain accurate client data base in agency management system and within client portal (Willis On Line).

Requirements: 5 or more years of insurance industry experience related to servicing accounts; Property and Casualty license; Knowledge of Insurance and/or Brokerage business; Technical knowledge of product area or industry; Ability to provide consultation and expert advice to management on risk management issues; Knowledge of computer software packages, including Word and Excel; Verbal and written communication skills; Interpersonal skills, including relationship-building skills with clients and co-workers; Ability to work independently and self-motivated; Ability to work in a team setting; Ability to multi-task and work in a fast paced environment; Customer Service skills; Presentation skills; Organization skills; Critical Thinking skills.

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(61) Willis North America
Construction Producer - Sales or Producer
Denver, CO

As of May 23, 2014

Description: Responsible for generation of primarily new business from clients that are new to the organization. Seeks out prospects, calls on potential clients, develops ideas for meeting their needs, presents information on the organization's capabilities, and introduces technical specialist as required to get the business. Turns over responsibility for on-going client relationship to an Account Executive or

Client Manager when the business is obtained. This position has little to no account servicing responsibility. Identify prospects for business. Obtain referral leads from existing clients. Participate and take leadership roles in targeted associations. Develop new relationships with individuals responsible for insurance and risk management decisions. Prepare proposals and presentations using marketing resources, practice groups and other producers. Design individual prospect sales strategies and develop unique prospect programs. Maintain face-to-face and telephone contact with clients. Provide proactive risk management advice to current clients. Participate in stewardship meetings. Support Client Management team in identifying and closing rounding opportunities. Identify and close potential cross-sell opportunities. Provide feedback to service team members. Provide annual input for the performance review of team members.

Requirements: Minimum 3-5 years sales or production experience. Construction experience required.

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(62) Willis North America

Senior Principle Client Services – Executive / Management

San Diego, CA

As of May 15, 2014

Description: Willis San Diego office has an exciting management opportunity in its Property and Casualty (P&C) Department. This is an outstanding opportunity for a seasoned insurance professional to manage and develop a successful and growing team. Responsibilities: Ensure that clients receive optimized service and are delivered the full array of Willis tools and resources that are relevant. Manage a

book of business, functioning as a Client Advocate / Account Executive which entails leading strategy, coordination with placement and ultimate delivery of service. Manage the client service team which would entail the following: Assess existing team structure and develop optimal alignment for teams in support of client deliverables (i.e. aligned with Producers vs. industry vs. line of coverage). Develop skills for existing associates, while motivating and encouraging appropriately matched career path / objectives. Manage performance against goals and serve as an advocate for client service associates. Perform workload balancing analysis to determine optimal account assignments. Attract pipeline of qualified individuals to expand team. Ensure cross functional backup is available and work with Managing Partner on succession planning as required. Provide mentoring and help in setting strategy and closing actions for developmental producers. Act as a liaison between the client service teams and other Willis resources such as Placement, FinEx, Environmental, Claims, Loss Control, etc. to ensure impact is maximized and the appropriate engagement levels are executed. Leadership representation of P&C service with a position on the office Executive Committee.

Requirements: Minimum of 20 years' P&C insurance brokerage experience related to servicing accounts. P&C license required. Minimum of 5 years' management experience with strong leadership skills evidenced. Detail oriented with ability to work in fast paced deadline driven environment. Team player with strong communication and written skills. Analytical skills with attention to accuracy and detail. Advanced working knowledge of MS Office 2010, including Excel. Willis offers a competitive salary and a comprehensive benefits package including life, medical, dental, vision, flexible spending accounts, disability coverage, 401k and an employee stock purchase plan as well as many other options to full time employees.

Additional information on Willis may be found on its web site: www.willis.com. For more information please contact Paula Unger at 303.765.1608 or paula.unger@willis.com. Competitive salary and a comprehensive benefits package to full time employees. For more information on the role, please log on to: https://willis.secure.force.com/careers/apex/ts2__jobdetails?jobId=a0xE0000005h05N&Source=a16E00000008r1CIAQ