

WHO'S HIRING? 77 P&C Open Jobs are posted here from Allianz Global Corporate & Specialty, Freedom Specialty, Hauser Insurance Group, Hays Companies, HCC Global, HCC Specialty, OneBeacon, and Willis, 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.

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**WHICH FIRMS ARE HIRING DIRECTLY?**

Allianz Global Corporate & Specialty  
Freedom Specialty and Scottsdale Insurance Company  
Hauser Insurance Group  
Hays Companies  
HCC Global Financial Products LLC  
HCC Specialty  
OneBeacon Insurance Group  
Willis North America

**WHICH RECRUITERS ARE POSTING JOBS?**

David J. Hollinger Associates, Inc., Hollinger Jobs

International Insurance Consultants, Inc.

## **77 JOB POSTINGS for mid of - June 2014**

### **ADVISEN'S EXECUTIVE SEARCH DIRECTORY**

#### **David J. Hollinger Associates, Inc., 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 [coliveira@hollingerjobs.com](mailto:coliveira@hollingerjobs.com)

#### **International Insurance Consultants, Inc.**

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

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

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

**(6) 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](mailto:glenn@iicuri.com).

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### **(7) Regional Group Benefits Sales Manager (\$150K - \$225K)**

#### **East**

Posted by Hollinger Jobs as of 6/10/14: Established P&C and group benefits brokerage firm is seeking a Regional Sales Manager of Benefits Consulting to support the Regional EVP Sales Leader and regional benefits producers in the NYC/NJ Region. Will implement and measure the regional go-to market strategy, and support initiatives within the overall benefits strategy. The role will lead the integration of this plan with all cross-functional products, solutions and support services. Focus will primarily be on operational and sales improvements of the benefits delivery and production. Critical success factors include: execution of initiatives, maximizing producer productivity, product launches, training & development, field engagement and cross functional integration. College degree and 5+ years direct sales production and sales management experience. 5+ years operations experience in a service-oriented consulting environment; ideally health & welfare consulting Comprehensive understanding of operations, development of business models (best practices), how to leverage technology, resource allocation and personnel development Expertise in plan design, wellness, consumerism, employee engagement, disease management, &ACA. Ability to fully understand market positioning, strategy and products. Ability to fully understand customer requirement, challenges and priorities. Strong organizational, problem solving, training, and troubleshooting skills. Strong leadership, interpersonal, oral and written communication skills. Excellent understanding of business process design. Knowledge of MS Office, including MS Word and Excel. \$150K - \$225K base depending upon experience level, incentive plans and benefits package. Local travel. Please submit resumes to Jim Lieberman, SVP at [jalieberman@hollingerjobs.com](mailto: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.

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

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

### **East**

Posted by Hollinger Jobs as of 6/10/14: 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](mailto: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](mailto:rick@iicuri.com). [www.insurancerecruitersusa.com](http://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](mailto:glenn@iicuri.com). [www.insurancerecruitersusa.com](http://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](mailto:glenn@iicuri.com). [www.insurancerecruitersusa.com](http://www.insurancerecruitersusa.com)

**(13) Director of Home Office Underwriting Operations (To \$150K + 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 have an opportunity in their home office for a solid commercial property/casualty underwriting professional. The role will report to the Sr VP 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](mailto:rick@iicuri.com). [www.insurancerecruiterusa.com](http://www.insurancerecruiterusa.com)

**(14) Regional Underwriting Manager (\$150K plus 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](mailto:rick@iicuri.com).  
[www.insurancerecruitersusa.com](http://www.insurancerecruitersusa.com)

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

**(16) AVP – Commercial Lines Underwriting (\$140K and Participation)**

**New Jersey**

This growing and profitable niche/specialty carrier has an outstanding opportunity for a bright and technically strong commercial lines underwriter. This opportunity reports directly to the Sr VP of Underwriting and will lead the underwriting department as they continue to grow and expand locations. This is a home office role that will manage the underwriting team, assist with referrals, pricing, product development and strategy. You must be able work collaboratively with other home office departments and handle special projects. Supervisory or management experience is a plus. This firm has an excellent rating and brand recognition. They are known for their quality and entrepreneurial business approach. 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)

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

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

**(19) Brokerage – Senior Large Lines AE (\$125K - \$160K +)**

**New York area**

Posted by Hollinger Jobs as of 6/10/14: 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](mailto: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.

### **(20) Medical Malpractice Litigation (\$125K)**

#### **New York**

This is an opportunity for a 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 to \$125K. 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)

### **(21) Senior Account Executive - Retail Brokerage (To \$125K)**

#### **New York City**

Posted by Hollinger Jobs as of 6/10/14: 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 coverages 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. 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](mailto: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.

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

**New Jersey**

Posted by Hollinger Jobs as of 6/10/14: 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](mailto: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](mailto:jrhuttner@hollingersjobs.com), or Catarina Oliveira, Recruiting Specialist at [coliveira@hollingerjobs.com](mailto: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](mailto:glenn@iicuri.com). [www.insurancerecruitersusa.com](http://www.insurancerecruitersusa.com)

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

**New York, NY**

Posted by Hollinger Jobs as of 6/10/14: 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](mailto: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](mailto:ray@iicuri.com).

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

**New Opportunity – New York, NY**

Posted by Hollinger Jobs as of 6/10/14: 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](mailto: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) Senior Auditor (\$100K - \$125K)**

**Southern New England Area**

Posted by Hollinger Jobs as of 6/10/14: 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](mailto: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](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.

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

**Hartford area, CT**

Posted by Hollinger Jobs as of 6/10/14: 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](mailto:coliveira@hollingerjobs.com) or to Jim Lieberman at [jalieberman@hollingerjobs.com](mailto: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.

**(29) Commercial Property Casualty Underwriter (To Low \$100K's + 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](mailto:rick@iicuri.com). [www.insurancerecruiterusa.com](http://www.insurancerecruiterusa.com)

**(30) Excess Casualty Underwriter (\$90K - \$125K)**

**Northern New Jersey, NJ**

Posted by Hollinger Jobs as of 6/10/14: 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](mailto: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.

**(31) Referral Underwriter – Commercial Property (\$90K - \$125K)**

**Northern New Jersey, NJ**

Posted by Hollinger Jobs as of 6/10/14: 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](mailto: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.

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

**Southeast / Florida / Georgia**

Posted by Hollinger Jobs as of 6/10/14: 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](mailto: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) Commercial Middle Market Underwriter (\$85K - \$100K)**

**Cincinnati, OH**

Posted by Hollinger Jobs as of 6/10/14: A+ property and casualty insurance carrier is seeking a Commercial Middle Market Underwriter, responsible for underwriting new business and developing relationships with the retail agency plant. Minimum 5 years of direct carrier underwriting within the standard lines commercial coverage marketplace (wc, gl, property, auto, marine or package background, with account size expertise in the \$100K - \$500K premium range. College degree preferred. Designations a plus. \$85K - \$100K including bonus, benefits, 401k, etc. Please submit resumes to Jim Lieberman, SVP at [jalieberman@hollingerjobs.com](mailto: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) Commercial Underwriting Auditor (\$85K - \$95K)**

**New York City, NY**

Posted by Hollinger Jobs as of 6/10/14: 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](mailto: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)**

#### **New York, NY**

Posted by Hollinger Jobs as of 6/10/14: 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'sbase range plus incentives, full benefits package. NYC location. Please submit resumes to Jim Lieberman, SVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656.

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### **(36) P&C Producers (\$80K - \$160K)**

#### **New Jersey / New York**

Posted by Hollinger Jobs as of 6/10/14: 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 New Jersey / New York 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@hollingersjobs.com](mailto: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](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.

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

**Burlington, VT**

Posted by Hollinger Jobs as of 6/10/14: 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](mailto: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.

**(38) Brokerage - Senior Commercial Lines AE - (\$75K - \$100K +)**

**New York**

Posted by Hollinger Jobs as of 6/10/14: 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](mailto: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.

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

**New York City**

Posted by Hollinger Jobs as of 6/10/14: 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 2M (real estate, manufacturing, financial firms). Position handles day to day account servicing and management, including client interface. Candidates should have 5-10 years of experience in a client servicing role, excellent communication and relationship building skills, as well as strong technical competencies. This is a friendly team oriented environment. College degree and licenses are preferred. Advanced degree, CPCU, CIC, etc. are a plus. Compensation is flexible, DOE. \$75K - \$95K+ and bonuses. Please submit your resume in confidence to John R. Huttner, President, David J. Hollinger Associates at [jrhuttner@hollingersjobs.com](mailto: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) Marketing Rep / Territory Manager (\$75K - \$90K)**

**New York**

Posted by Hollinger Jobs as of 6/10/14: 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](mailto: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) Senior Financial Analyst / CPA (\$75K - \$85K)**

**Hartford, CT**

Posted by Hollinger Jobs as of 6/10/14: 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](mailto: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.

**(42) Brokerage AE – Large Accounts (\$75K)**

**New York City**

Posted by Hollinger Jobs as of 6/10/14: 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 clients' 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](mailto:jrhuttner@hollingerjobs.com), or you may contact John Huttner at 732.247.5656.

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

**New Jersey**

Posted by Hollinger Jobs as of 6/10/14: 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 clients' 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](mailto: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) Underwriter Sr. Commercial (\$70K - \$95K)**

**New Jersey**

Posted by Hollinger Jobs as of 6/10/14: 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](mailto: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.

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

**New York / New Jersey area**

Posted by Hollinger Jobs as of 6/10/14: 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 plus benefits.

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

**Charlotte, NC / Seattle, WA / New England**

Posted by Hollinger Jobs as of 6/10/14: 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 coverages 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](mailto: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](mailto:jrhuttner@hollingersjobs.com), or Catarina Oliveira, Recruiting Specialist at [coliveira@hollingerjobs.com](mailto:coliveira@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

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

**Middlesex County, CT**

Posted by Hollinger Jobs as of 6/10/14: 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](mailto: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.

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

**Essex County, MA**

Posted by Hollinger Jobs as of 6/10/14: 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](mailto: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 Underwriter - Habitational (\$65K - \$75K)**

**Middlesex County, CT**

Posted by Hollinger Jobs as of 6/10/14: 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](mailto: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) Medical / Healthcare Professional Liability Underwriter (\$60K - \$75K)**

**Eastern Pennsylvania / Chester County Region, PA**

Posted by Hollinger Jobs as of 6/10/14: Established, professional and financial secure regional specialty carrier and risk management specialist is seeking an addition to join their team in the Eastern Pennsylvania/Chester County Region, a Medical Professional/Healthcare Liability Underwriter. The appropriate candidate will be responsible for underwriting new and renewal business in the Mid-Atlantic Region focusing on medical malpractice liability business to the healthcare community. Additionally, the Medical Professional/Healthcare Liability Underwriter will also be developing brokerage relationships and providing customer service to all accounts. The company has a strong infrastructure and support. The qualified candidate will have minimum 5-10 years of direct medical malpractice/healthcare professional

liability underwriting. Strong analytical and technical skill sets required. Bachelor's degree required. Insurance designations or pursuance of designations a plus (CPCU, RPLU, CIC, AU, etc.). This position is an integral part to the team with regard to servicing clients. Long term growth and professional development opportunities provided based on performance and contributions with regard to writing and growing a profitable book of business. \$60K - \$75K depending upon experience level, 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. 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 6/10/14: 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](mailto: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 (To \$50K)**

**New York City**

Posted by Hollinger Jobs as of 6/10/14: 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](mailto: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 6/10/14: 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](mailto:jalieberman@hollingerjobs.com) or Catarina Oliveira, Recruiting Specialist, [coliveira@hollingerjobs.com](mailto: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) Allianz Global Corporate & Specialty**

#### **Regional Product / Practice Leader - Marine Underwriting**

##### **New York, NY**

As of May 1, 2014

**Description:** Role Purpose: Responsible for the Underwriting Profit and Loss for the Inland Marine line of business in the Marine NE region. Develop and maintain strong relationships with producers and clients in partnership with Market Management. Technical referral point for underwriters Key Responsibilities:; Manage the overall Marine portfolio for the Region from both a production and profit perspective; Serve as the referral person for Marine for the region by reviewing and approving or declining risks that are submitted from the line underwriters; Manage information on competitive trends, product line trends, producer trends and the external environment, including legal, economic and distribution trends; Serve as a resource for underwriting staff, including providing technical training on an ongoing basis; Negotiate price and terms and conditions with producers; Proactively manage capacity; Underwrite and evaluate Natural Catastrophe Accumulation, ensuring an understanding of catastrophe modeling and interpretation of scenarios; Underwrite International Insurance Programs; Draft Manuscript policies with minimal supervision; Provide ongoing coaching and mentoring around developing and cultivating a production underwriting culture for the underwriting team; Conduct file reviews to identify areas of strengths and weakness of Individual Underwriters, as well as compliance with Underwriting Guidelines, Rules and Principles; Ensure placing and binding of FAC Reinsurance prior to policy inception; Coach and train Underwriters; Ensure accurate policy documentation issued to producers (where AGCS responsibility to do so) or producers has issued documentation (where producer responsibility); File maintenance – ensure file is established (whether electronic or paper) and maintained for each risk and transaction handled;

Proactively support acquisition of new business and retention of existing business (including client and producer negotiations where necessary); Proactively liaise with MMC on market management initiatives; Generate new producer relationships; Participate / contribute to key projects; Training and development of team and referral point for other underwriters; Participate in cross regional activities as required / requested; Positively represent AGCS externally to the market; Proactively drive involvement of functional areas in Underwriting process, including e.g. MMC, ARC, Claims, Operations; Develop and maintain strong relationships with key producers and clients and other relevant stakeholders (e.g. risk managers).

**Requirements:** Preferably Degree in Economics, Law, or other appropriate discipline; Completion of professional insurance qualification (e.g. CII); Experienced in the use of general office application tools e.g. Power Point, Excel, Word; Proven track record in Underwriting profitable business in Marine with 10 plus years of experience; demonstrated leadership skills; Demonstrable, established relationships with brokers at peer group level and well established within local market; In depth understanding of Lob products and portfolio, as well as regional / local Marine insurance markets and competitor landscape; Understanding of legal and regulatory framework; Ability to assess risk inherent exposures and natural hazards relevant to the Marine line of business; Manage the underwriting books. Analyze trends and scenario plans from which portfolio strategies can be developed and implemented; Analyze current performance against various benchmarks with a view to ensure adequate progress and satisfactory performance; Apply the knowledge of how the market operates and functions, the business needs and customer needs; Ability to analyze highly complex data, from multiple sources, in detail; identify and resolve issues before they transpire; Ability to persuade and motivate others to act, without executive authority; Ability to express ideas and messages clearly, both written and verbally. Ability to "sell" an improvised or prepared audience winning story; Ability to advise, instruct direct, and guide as a coach to help someone develop his/ her skills.

For more information please contact Jennifer Balades at 941.739.3745 or [jbalades@aic-allianz.com](mailto:jbalades@aic-allianz.com) or directly apply to <https://jobs.allianz.com/cui?publicationid=cgd1awq9ntm2mjibmtuwrtmwmjfemeux>

[mda4mdawmee2nzaymty%3d&configurationid=z\\_viewer&sap-client=100&sap-language=en](http://mda4mdawmee2nzaymty%3d&configurationid=z_viewer&sap-client=100&sap-language=en)

**(56) Allianz Global Corporate & Specialty  
Senior Inland Marine Underwriter – Southern Region Marine  
Dallas or surrounding area**

As of June 12, 2014

**Description:** Together with its customers and sales partners, Allianz is one of the strongest financial communities with a presence in over 70 countries. Around 83 million private and corporate customers rely on Allianz's knowledge, global reach, capital strength and solidity to help them make the most of financial opportunities and to avoid and safeguard themselves against risks. Our ambition is to be the partner of choice - with excellent employees, top-notch operating performance and the necessary financial strength. Join us to be part of our community! Allianz Global Corporate & Specialty (AGCS) is the Allianz center for corporate and specialist risk, servicing clients worldwide across the whole spectrum of marine, aviation, corporate and industrial insurance. Sr. Underwriter - Marine Job Purpose/Role Underwrite profitable new and renewal business to meet Marine targets in accordance with underwriting guidelines and underwriting authority, negotiate price and terms and conditions, take on ownership of key accounts / clients, and develop and maintain strong relationships with producers and clients in partnership with Market Management. Key Responsibilities Support Underwriting strategy Underwrite profitable business Underwrite in line with Marine governance framework Ensure accurate policy documentation issued to producers Proactively support acquisition of new business and retention of existing business Positively represent AGCS externally to the market Generate new producer relationships & participate in key projects.

**Requirements:** Degree in economics, law or other appropriate discipline. Proven track record in underwriting profitable Marine business with 5-10 years' experience. Demonstrated, established relationships with brokers at peer group level and well established within the local market. In depth understanding of regional / local

Marine insurance markets and competitor landscape. Strong understanding of legal and regulatory framework. Excellent risk assessment skills are essential. Strong pricing, contract drafting and market management skills are required. Strong analytical skills, and influencing skills are required. Strong communication & presentation skills. Strong IT skills (MS Office & email applications).

To apply for this position, please contact Denise Rae-Herrera at 813.770.1716 or [denise.rae-herrera@agcs.allianz.com](mailto:denise.rae-herrera@agcs.allianz.com)

**(57) Allianz Global Corporate & Specialty  
Underwriting Team Lead - Marine - Cargo  
Alpharetta, G**

As of June 02, 2014

**Description:** Lead and manage underwriting team and technical referral point for underwriters - Ensure underwriters comply with underwriting authority; and pricing and rating guidelines - Develop and maintain strong relationships with producers and clients in partnership with Market Management - Underwrite Profitable business; Underwrite new and renewal accounts to meet top and bottom line targets; Negotiate price and terms and conditions with producers; Proactively manage capacity; Underwrite and evaluate Natural Catastrophe Accumulation, ensuring an understanding of catastrophe modeling and interpretation of scenarios for the Cargo LoB; Serve as initial referral point for underwriters handling risks outside of their authority - Responsible for you and your team to underwrite within line with Cargo governance framework - e.g. Underwriting Authorities, global MSU, Underwriting Guidelines, Rules and Principles; Ensure contract certainty is achieved on all accounts at time of inception; Ensure utilization of global pricing tools; Ensure placing and binding of FAC Reinsurance prior to policy inception - Policy Documentation and Administration; Ensure accurate policy documentation issued to producers (where AGCS responsibility to do so) or producers has issued documentation (where producer responsibility); File maintenance – ensure file is established (whether electronic or paper) and maintained for each risk and transaction handled; Proactively support completion of policy administration and

credit control processes; Audit underwriters files to ensure compliance and evaluate underwriting strengths and weakness of individual underwriters - Market Management and Key Business initiatives; Proactively support acquisition of new business and retention of existing business (including client and producer negotiations where necessary); Proactively liaise with MMC on market management initiatives; Generate new producer relationships; Participate / contribute to key projects; Training and development of team and referral point for other underwriters; Participate in cross regional activities as required / requested - Relationship Management; Positively represent AGCS externally to the market; Proactively drive involvement of functional areas in Underwriting process, including e.g. MMC, ARC, Claims, Operations; Develop and maintain strong relationships with key producers and clients and other relevant stakeholders (e.g. risk managers) - Support Key Business Initiatives & other duties; Generate new producer relationships Participate / contribute to key projects; Training and development of team and referral point for other underwriters; Participate in cross regional activities as required / requested.

**Requirements:** Degree in Economics, Law or other appropriate discipline. Completion of professional insurance qualification. 7-10 years of proven track record of underwriting profitable Cargo business - Demonstrated leadership skills. Established relationships with brokers at peer group level and well established within the local market. In-depth understanding of Cargo products and portfolio, as well as regional / local Cargo insurance markets and competitor landscape. Understanding of regulatory framework. Advanced risk assessment and management skills. Strong portfolio management, pricing and market management skills. Advanced analytical skills. Strong influencing skills and coaching. Excellent written & verbal communication skills as well as presentation skills.

For more information please contact Jennifer Balades at 941.739.3745 or [jbalades@aic-allianz.com](mailto:jbalades@aic-allianz.com)

**(58) Freedom Specialty  
Underwriting Assistant - Surety Bonds**

## **San Francisco, CA**

As of June 2, 2014

**Description:** Working with minimal supervision provides in depth technical and administrative support to underwriting and management staff. Within defined parameters, evaluates and reviews for company compliance new and renewal policies, endorsements, cancellations and reinstatements produced by agents with binding authority. Sets up policies that are more complex, endorsements, cancellations and reinstatements for internal issuance. Reviews various other policy maintenance items for accuracy and refers as required. Responsible for processing unregistered mail and more complex inquiries from other departments. Corresponds with General Agents, Brokers or Program Managers for corrections and outstanding file documentation. Determines the necessity of and processes second and third requests. Maintains positive relationships with our General Agents, Brokers and/or Program Managers in order to meet departmental profit and growth objectives. Trains new Underwriting Assistants on unit procedures and acts as the technical advisor for the Underwriting Assistant unit.

**Requirements:** The ideal candidate will have a Bachelor degree and be detail-oriented; Related experience is a plus but not required; Completion of general insurance courses such as undergraduate insurance courses and general business studies IIA or CPCU desirable, specifically IIA 21, 22 or CPCU 1,3 & 4.

Applicants can apply directly to their website and reference Job Id # 19947.

<https://careers.nationwide.com/hcm/Nationwide-jobs-listing.html?&JobId=19947&JobSeq=1&SiteId=310&>

## **(59) Hauser Insurance Group**

**Director, Due Diligence - Corporate Risk**

**Cincinnati, OH / Chicago, IL / New York, NY**

As of June 2, 2014

**Description:** The primary function of the Director, Due Diligence – Corporate Risk is to provide merger and acquisition due diligence and consulting services in the areas of Risk Management, Corporate Risk, and Management Liability. This position will provide a centralized approach to the performance of insurance and risk management due diligence on behalf of private equity firms that are contemplating acquisitions. This position will be responsible for leading the interaction with the private equity deal team throughout the entire diligence process and will be accountable for meeting all due diligence and consultative requirements and expectations of the private equity firm to support the anticipated transaction. The role will require knowledge and experience in performing due diligence and in managing the additional resources necessary to complete the analysis. This position requires an extensive knowledge of all areas of commercial insurance and related alternative funding and self-insurance mechanisms, including captives. The areas of focus will include management and professional liability, all aspects of casualty, and first party risks, as well as any exposures peculiar to the target company. The position will identify any material deficiencies in the target company's insurance and risk management approach that may impact the pricing or consummation of a transaction. The scope also includes advising the private equity firm on all actions necessary to take relative to both the private equity firm's and the target's insurance program to ensure proper post-transaction protection. The position will define all of the data necessary for the due diligence analysis and secure this information from data rooms or other sources, often under restrictions requiring strict confidentiality. This work will be accomplished in a time sensitive, deadline driven context in coordination with others. The position must have an understanding of the immediate and long term financial implications of insurance and risk management issues and be able to formally capture this in both written and verbal presentation format. Role Priorities: Cultivate, develop and maintain strong relationships/partnerships with private equity partners through delivery of exceptional, value-added service and consultation; Invest efforts in training/education that support the drive to become a trusted advisor to private equity partners. Assist in developing and delivering the sales proposition to secure business for Corporate Risk that supports the needs of the potential transaction. Assist in the transition of the business from due diligence to placement and onboarding of a service relationship. Responsibilities: Develop a picture of the

client's corporate risk program including current policies and coverages, potential liabilities, and gaps in coverage as a result of the transaction with respects to all property and casualty, management liability, and professional liability coverages. Conduct comprehensive corporate risk analysis and benchmarking. Understand current offerings and make recommendations for improvement based on synergies and cost effectiveness; Prepare formal written due diligence reports and communication materials and lead discussions with key stakeholders about findings/recommendations; Support the Business Development process by clearly articulating and presenting the value of HIG broker services, including face-to-face presentations and development of all appropriate materials to support the placement; Continually educate self at expert level on corporate risk and risk management programs, compliance and other merger/acquisition topics; Support/Direct the transition process once new business is secured. Key Competencies: Leadership: Thinks and acts like a long-term owner by readily taking responsibility and championing ideas in the face of challenges; identifies and involves key stakeholders in implementing large scale change. Trust Builder: Establishment of strong relationships with private equity partners through listening and providing on-going value-added service. Understand private equity client objectives and partner with them on the achievement of those objectives. Follow through on commitments. Relationship Builder: Demonstrates interpersonal initiative and builds rapport; relates well to people; works hard to preserve relationships. Manages Oneself: Realistically appraises own performance and focuses on constant, measurable improvement; pursues continuous learning and self-development. Analysis: Ability to collect information from various sources and process it to create a snapshot of the current insurance environment. Implementation/Execution: Plan ahead, organize and manage multiple priorities and/or projects by using appropriate methodologies and tools; Communication Skills: Ability to effectively design proposals and to lead discussions about potentially complex concepts in an easy-to-understand mode; Strategic: Introduce new ideas and processes which improve the client's ability to reach their objectives; Problem Solving: Problem solve in order to bring credible solutions to clients; Financial Acumen: Ability to distill financial data and draw relevant conclusions.

**Requirements:** Exceptional Interpersonal and Communication Skills; Analytical Skills; Customer Service Focus; Planning/Organizing Skills; Problem Solving Skills; Comprehensive knowledge of Microsoft Word, PowerPoint, and Excel; Bachelor's Degree of Art or Science; 7-10 years of experience in Consulting, Risk Management or Corporate Risk Insurance industry; Some Travel Required (less than 25%).

For more information please contact Kevin Aston at 513.936.7386 or [kaston@thehausergroup.com](mailto:kaston@thehausergroup.com)

**(60) Hauser Insurance Group**

**Team Leader - Risk Management**

**Cincinnati, OH; Chicago, IL; New York, NY; Atlanta, GA**

As of June 2, 2014

**Description:** This position is a Team Leader role with direct account servicing responsibilities that will be working out of Cincinnati, OH; New York, NY; Chicago, IL; or Atlanta, GA. Over time, this position will develop a staff dedicated to servicing our private equity risk management clients with support from the home office in Cincinnati, OH. The Team Leader will be primarily responsible for managing large, complex, and sophisticated insurance placements and service for existing clients as well as new prospects. Oversees all account management activities working within Hauser Insurance Group compliance and service standards to reach strategic client service objectives; Oversees team members in placing business and facilitating training of Account Managers, Consultants and Risk Analyst as required; All Account Managers will report to the Team Leader. Each of Account Managers will act as liaison between all internal disciplines to ensure that the account team meets and exceeds on all client deliverables and effectively manage and satisfy client expectations; Supervise workflow of Account Managers and mentor Consultants and Risk Analysts; Coach, coordinate and develop Account Managers; Will have leadership responsibility for most complex accounts in team's book; Will have full responsibility and accountability in servicing the clients and managing the revenue for the assigned book of business; Will assist in new business opportunities and leverage cross selling to new private equity initiatives; Should have strong market

relationships with key ; Keeps abreast of current industry & product information, coverage and technology in an effort to continuously improve knowledge for self & staff; Coordinate team meetings at least 150 days before the client renewal date to determine the renewal strategy prior to meeting with the client; Attend all client renewal meetings 120 days prior to the renewal date and develop a Client Renewal Action Plan; Track renewal timeframes to ensure the Account Manager is aware of pending dates and regularly update the Client Renewal Action Plan; Track all open items with clients and ensure the service team meets all deadlines and deliverables; Act as first point of contact to resolve client billing issues and to follow-up on overdue client receivables; Prepare and present clients with annual stewardship report outlining and documenting the actions and results of the annual service plan.

**Requirements:** Minimum of 10-15 years of progressive insurance brokerage/underwriting experience with a concentration on Mergers & Acquisitions; Additional Risk Consulting and or Risk Management experience a plus; Experience with Global, Loss-Sensitive, and Captive Arrangements; Proficient in property & casualty lines of coverage; Effective knowledge of insurance carrier underwriting practices & processes; Previous experience in successfully managing staff and exceeding client expectations; Possesses excellent face to face client presentation & communication skills; Attention to detail, ability to multi-task and able to express and understand situations of urgency; Able to effectively impact others with passion and energy; ;Possesses strong leadership and interpersonal skills; Ability to work successfully in a fast paced environment ; Licensed Broker required; BS/BA degree required; CPCU, ARM, RF designations welcomed; Proficient in MS Office (Word, Excel and PowerPoint); Domestic travel (10-20% anticipated).

For more information please contact Kevin Aston at 513.936.7386 or [kaston@thehausergroup.com](mailto:kaston@thehausergroup.com)

## **(61) Hays Companies**

### **Client Service Representative - Property & Casualty**

#### **Ontario, CA**

As of June 1, 2014

**Description:** After 19 years, Hays Companies continues to be one of the fastest growing privately owned full service brokerage firms in the U.S. We provide services in all major risk management and insurance coverage disciplines, employee benefits and retirement planning for businesses of all sizes. We strive to be the premier insurance brokerage, focused on building client partnerships. Our structure and entrepreneurial spirit allows us to make decisions based on what is best for each client. We have a Full-time position open for an experienced Property & Casualty Insurance Client Service Representative in our Ontario, California office. Primary responsibilities include:; Providing clerical support for our internal service team. This includes such activities as reviewing binders, policies and endorsements for accuracy, issuing certificates of insurance, maintaining files, and creating documents such as specifications, proposals, binders and insurance summaries; Ensures policies follow coverages as quoted, proposed and bound; Provides high quality customer service while assisting in the coordination of services between the client and the insurance company; Collects client specification data; Promptly responds to routine requests for data and questions from clients, underwriters and internal staff; Responsible for new client setup and ongoing client maintenance in TAM and Hays' proprietary website; Completes premium finance agreement requests and creates premium allocations as needed; Requests and summarizes loss runs.

**Requirements:** The ideal candidate; Has 3 or more years of similar experience in the insurance industry, preferably on the brokerage side marketing multi-line business in the commercial middle market; Holds a current P & C insurance license; Has strong attention to detail and organization skills; Is self-motivated, highly responsive to meeting the needs of our internal and external clients, and exhibits strong communication skills; Has strong computer skills and is able to utilize Microsoft Office products. TAM experience preferred.

For more information please contact Leidy Rivera at 909.243.8109 or [lrivera@hayscompanies.com](mailto:lrivera@hayscompanies.com)

**(62) HCC Global Financial Products LLC**

**Claims Attorney**

**Farmington, CT**

As of June 5, 2012

**Description:** Handle all aspects of claims arising from Directors & Officers Liability Insurance and related Professional Liability Lines, including analysis of claim and all coverage issues, assessing exposure and posting appropriate loss reserves, negotiating claims to resolution, managing defense counsel, interacting with coverage counsel, and consulting with underwriters on policy language and risk selection. Position reports directly to Sr. Vice President, Claims.

**Requirements:** 3 - 6 years' experience in relevant management liability claims. D&O claims experience preferred.

HCC Global Financial Products LLC is a wholly owned subsidiary of HCC Insurance Holdings, Inc. (HCC). HCC is an international insurance holding company and a leading specialty insurance group since 1974, based in Houston Texas. HCC is traded on the NYSE (symbol: HCC), has assets exceeding \$9.5 billion and is rated AA (Very Strong) by Standard & Poor's and A+ (Superior) by A.M. Best Company. HCC Global Financial Products LLC specializes in directors & officers liability insurance, professional indemnity and related financial products. HCC Global Financial Products LLC has International offices in Barcelona, Spain, and London, England. U.S. operations are located in Farmington, Connecticut, Mount Kisco, New York, Jersey City, New Jersey and Houston, Texas. This position is located in HCC Global's office in Farmington, CT. Contact [hire@hcc-global.com](mailto:hire@hcc-global.com)

**(63) HCC Specialty**

**Senior Underwriter - Primary Casualty**

**Mt. Kisco, NY**

As of June 11, 2014

**Description:** HCC's U.S. Property & Casualty segment has an excellent opportunity for a Senior Underwriter to join our Primary Casualty team at our Mt. Kisco, NY office. HCC Insurance Holdings, Inc. ("HCC Insurance") is a leading specialty insurer underwriting more than 100 classes of specialty insurance products in approximately 180 countries through five underwriting segments. Our unique portfolio of specialty and niche products include: disability insurance for professional athletes and entertainers, kidnap & ransom, event cancellation for major sporting and entertainment events, earthquake insurance, special event liability, weather insurance, prize indemnity insurance, product recall insurance, primary and excess casualty insurance, various professional liability classes (including but not limited to employment practice liability and architects & engineers), various niche programs including public risk and lumber and wood products. We offer a competitive salary and employee benefit package. We are a successful, dynamic organization experiencing rapid growth and are seeking an energetic and confident individual to join our team of professionals. HCC Insurance Holdings, Inc. and its subsidiaries are equal-opportunity employers. Please visit [www.hcc.com](http://www.hcc.com) for more information about our companies. The Senior Underwriter will determine rates, procedures and guidelines relative to their organization's book of business. Stay informed on industry trends, coverages and rates to ensure profitability of risks underwritten. Review all necessary underwriting data, such as, but not limited to, application or binder forms, daily reports, inspection reports, financial reports, medical reports, and loss history reports to determine the degree of risk involved. Review company records to ascertain amount of insurance in force on single risk or group of closely related risks and evaluate the possibility of losses due to catastrophe or excessive insurance. Evaluate risks, determine and quote proper premium. Approve special policy conditions and negotiate commissions. Accept risks which meet underwriting requirements and decline those that are not acceptable. Communicate in a timely and concise manner with agents or brokers, other insurance companies, inspection companies and field personnel to obtain further information, quote rates, or communicate the acceptance or declination of risks. Will be required to travel approximately 25% of the time. Take on other duties as assigned by manager.

**Requirements:** Bachelor's or advanced degree in business administration, accounting or finance. Must have a minimum of five years relevant and progressive underwriting experience in primary casualty. Excellent computer skills with emphasis on Word, Excel and Outlook are required as all underwriting operations are in a paperless environment. Requires knowledge of underwriting concepts, practices, procedures and techniques, including, but not limited to, coverage issues, product lines, marketing, systems and product competition within the marketplace. Ability to effectively interact with brokers and internal departments. Strong verbal, written communication and organizational skills. Strong negotiation, analytical and decision making skills required. CPCU, RPLU or other insurance industry designation is a plus. Ability to market to clients and travel as necessary. Ability to plan strategically and prioritize workload to meet objectives. Strong team orientation skills required. Exceptional working environment; competitive pay and benefits

To apply, submit cover letter, current salary requirements and updated resume to [employ@hcc.com](mailto:employ@hcc.com)

**(64) OneBeacon Insurance Group  
Underwriter - Financial Services  
Minnetonka, MN**

As of June 5, 2014

**Description:** We are currently seeking an Underwriter to join the Financial Services team at our corporate headquarters in Minnetonka, MN. This position with technical supervision, within specific, limited underwriting authority, underwrites risk regarding selection and rejection of new and/or renewal business. Administers and monitors underwriting rules and guidelines, rating manual rates and insurance laws and regulations. Analyzes quality and quantity of risks written and prepares reports accordingly. Monitors and evaluates results of assigned producers and assigned territory. Recommends and implements action plans for improvement of underwriting results for assigned producers and assigned territory.

**Requirements:** The ideal candidate should have 2-3 years of underwriting experience. Bachelor's degree preferred.

For a complete job description, please visit [www.onebeacon.com/careers](http://www.onebeacon.com/careers). Refer to Job #83BR.

**(65) OneBeacon Insurance Group**  
**Underwriting Manager - Premises Pollution**  
**Atlanta, GA**

As of June 2, 2014

**Description:** We are currently seeking an Underwriting Manager for Environmental Premises Liability to join our OneBeacon Environmental team. This position manages all components of development, growth and profitability for book of environmental premises liability business nationwide. Primarily focused on new business production and account management. Develops and executes strategic initiatives that contribute to the growth and profitability for book of business and underwrites and manages a book of business of highly complex site pollution accounts. Provides underwriting, technical support, and service to producers and insureds, and within highest production underwriter authority levels underwrites risk regarding selection and rejection of new and renewal business. Develops superior working relationships with producers, and with internal and external partners, to successfully promote achievement of mutual growth and profitability goals and to supply the appropriate products and services. Viewed as a senior resource and may act as technical expert for the site pollution line of business. May act as a coach or mentor to junior members of the department.

**Requirements:** The ideal candidate will have 7-10 years of recent progressively complex insurance experience with a focus on environmental premises liability and pollution underwriting. Bachelor's degree in Environmental Engineering, Environmental Studies, Civil Engineering, Geology or Biology preferred. Professional insurance designation is preferred (e.g., AICPCU designation).

For a complete job description, please visit [www.onebeacon.com/careers](http://www.onebeacon.com/careers). Refer to Job #77BR.

**(66) Willis North America**

**Account Coordinator – Administrative**

**Irvine, CA**

As of June 9, 2014

**Description:** This position provides account support as part of the client service team. This is an entry level position, providing training necessary to move to higher level roles. Job Duties: Assist with all aspects of the service for Willis Clients. Initiate the Placement Strategy: Acquire dated renewal list & Distribute to Team Create Master Marketing File - for documentation - paper or electronic storage. 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. If fee involved, support the fee process. Post Placement: 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. Stamp the producer copy of the policy with the date received. Record the date in the appropriate system - of policy received, stamp on policy and subsequent 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. Claims Notification: 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. Receives direct instruction and guidance.

For more information please contact Paula Unger at 303.765.1608 or [paula.unger@willis.com](mailto:paula.unger@willis.com). For more information on the role, please log on to:

[https://willis.secure.force.com/careers/apex/ts2\\_\\_jobdetails?jobId=a0xE0000005hK8n&tSource=a16E00000008r1CIAQ](https://willis.secure.force.com/careers/apex/ts2__jobdetails?jobId=a0xE0000005hK8n&tSource=a16E00000008r1CIAQ)

**(67) Willis North America**

**Assistant Client Service Specialist – Administrative**

**Dallas, TX**

As of June 3, 2014

**Description:** Provide day-to-day service and assistance to client management teams with administrative duties. Work with Account Executive and Client Manager to complete the action steps necessary to close renewals and write new business. Premium invoicing, all endorsements, credits. Process automatic renewals & mid-term policy changes. Complete necessary surplus line filings. Check policies & prepare for delivery to client, complete policy check list for client manager second review; transmit upon approval. Maintain account information in management system.

**Requirements:** Must be able to demonstrate excellent organizational skills. P&C License will be required Entry level, 1-3 years experience. Intermediate knowledge of computer software packages, including MS Word, PowerPoint and Excel. Ability to work independently and as a team participant. Critical Thinking skills. Knowledge of arithmetic.

For more information please contact Paula Unger at 303.765.1608 or

[paula.unger@willis.com](mailto:paula.unger@willis.com). For more information on the role, please log on to:

[https://willis.secure.force.com/careers/apex/ts2\\_\\_jobdetails?jobId=a0xE0000005hGwM&tSource=a16E00000008r1CIAQ](https://willis.secure.force.com/careers/apex/ts2__jobdetails?jobId=a0xE0000005hGwM&tSource=a16E00000008r1CIAQ)

**(68) Willis North America**

**Assistant Client Service Specialist - Administrative**

**Houston, TX**

As of June 6, 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:** 1+ year of industry experience. Basic understanding of insurance industry. Basic computer skills including Excel and Word. Ability to work on a team. Effectively communicate in verbal and written formats. License not required.

For more information please contact Paula Unger at 303.765.1608 or [paula.unger@willis.com](mailto:paula.unger@willis.com). For more information on the role, please log on to: [https://willis.secure.force.com/careers/apex/ts2\\_\\_jobdetails?jobId=a0xE0000005hJLQ&tSource=a16E00000008r1CIAQ](https://willis.secure.force.com/careers/apex/ts2__jobdetails?jobId=a0xE0000005hJLQ&tSource=a16E00000008r1CIAQ)

**(69) Willis North America**  
**Healthcare Account Executive - Client Services**  
**Chicago, IL**

As of June 5, 2014

**Description:** The Commercial Lines Account Executive answers client policy and coverage questions and consults with clients on policy changes. Gathers exposure information, builds submissions, obtains and compares quotes from insurers. Assists

Producers and the Marketing team in developing program designs, proposals and presentations. Checks and delivers policies, endorsements, audits and communication pieces and reviews those with clients as necessary. Coordinates the issuance of certificate of insurance and invoices. Some travel to client sites will be required.

**Requirements:** BA/BS degree plus 7+ years of successful commercial insurance account management experience ideally working on large complex accounts within the brokerage environment required. Experience working with larger client's risk management staff on loss sensitive programs in a wide variety of industries preferred. Property & Casualty license required within 60 days of employment. Advanced designations and certifications preferred. Must be able to provide consultative and expert advice to management on risk management issues. Demonstrated strength in mathematics and analytical capabilities. Well-developed interpersonal, communication, team building, presentation, customer service, organization and time management skills. Proficiency with Microsoft Outlook and Excel a must have. Only local candidates or those willing to relocate at their own expense, please.

For more information please contact Rita Bies at 312.288.7488 or [rita.bies@willis.com](mailto:rita.bies@willis.com). For more information on the role, please log on to: [https://willis.secure.force.com/careers/apex/ts2\\_\\_jobdetails?jobId=a0xE0000005hIQj&tSource=a16E00000008r1CIAQ](https://willis.secure.force.com/careers/apex/ts2__jobdetails?jobId=a0xE0000005hIQj&tSource=a16E00000008r1CIAQ)

**(70) Willis North America**  
**Placement Manager - Client Services**  
**San Francisco, CA**

As of June 12, 2014

**Description:** The Placement Manager is the "Face of Willis"... the person recognized as the main contact in the marketplace to represent Willis and to coordinate parties on all sides to meet and understand each other's agendas, appetites, and goals. The position does require social interaction at industry events

and meetings. The Placement Manager is responsible for all placement activity within the San Francisco office, provides leadership and mentoring to placement associates, utilizes placement expertise to enhance revenue, drive the P&L of the assigned office(s) and close pending business opportunities. Responsibilities: Stimulate revenue growth and meet business objectives by placing new business, improving retention rates, increasing commission rates and utilizing group resources; Provide expertise for difficult to place business; Market new business opportunities and secure coverage; Supervise review of renewal business for adequacy of coverage and competitive rates; Negotiate terms for major accounts and provide expertise for difficult to place business; Negotiate carrier contracts and work with National Contract Manager prior to executing any agreement; Participate with RPO in establishing overall placement strategy for region; Recruit, motivate, mentor and manage workflow of assigned office placement staff; ensure local succession planning is in place; Coordinate with Managing Partner to ensure alignment between placement and production strategies.

**Requirements:** Recognized as expert in field. Technical knowledge of insurance contracts/structure. Knowledge and understanding of global marketplace. Strong leadership and mentorship skills. Insurance broker's license required. Enhanced client service skills. WEM expertise. Provide leadership and mentoring to associates across the office. Ability to provide expert, in depth advice to client resulting in overall client satisfaction. Skilled at interfacing with customers. Strong presentation skills. Develop new partner markets where needed locally and support nationally based relationships with carriers and clients.

For more information please contact Paula Unger at 303.765.1608 or [paula.unger@willis.com](mailto:paula.unger@willis.com). For more information on the role, please log on to: [https://willis.secure.force.com/careers/apex/ts2\\_\\_jobdetails?jobId=a0xE0000005hMn7&Source=a16E00000008r1CIAQ](https://willis.secure.force.com/careers/apex/ts2__jobdetails?jobId=a0xE0000005hMn7&Source=a16E00000008r1CIAQ)

**(71) Willis North America**  
**Placement Specialist - Client Services**  
**Seattle, WA**

As of June 12, 2014

**Description:** Willis of Seattle is looking for a Placement Specialist. This individual will work with the Client Advocate, Producer and/or Service Team in the design of risk management programs for Commercial and/or Middle Market clients, reviews specifications received from the Service Teams, presents submissions/coverage specifications to carriers, negotiates to secure coverage that meets client needs., advises Client Advocate, Producer and/or Service Team in selecting carrier quotes that meet client needs, prepares and may also present client proposals. Binds carrier quotes and obtains binders and coverage confirmations. Maintains strong relationships with key carriers. ESSENTIAL DUTIES: Provides coverage and program design advice and expertise to Client Advocate, Producer and/or Service Team Provides knowledge to Client Advocate, Producer and/or Service Team about markets and products as they relate to classes of business Assists Client Advocate, Producer and/or Service Team in client meetings as requested with respects to renewal marketing Obtains updated renewal information from Client Advocate, Producer and/or Service Team Utilizes WillPlace for marketing strategies and keeps the system updated on the placements they process Reviews and adjusts submissions/coverage specifications and submits proposals to carriers for quotes Receives quotes from carriers and negotiates for the best program for clients, provides coverage comparison Prepares quote proposals to present to client Communicates with Client Advocate, Producer and/or Service Team regarding program improvements and recommendations Preparation and finalization of Carrier and Client quotes & coverage confirmations to ensure contract certainty Assists Placement Manager on market relationships and other duties.

**Requirements:** 3 - 5+ years industry experience. Technical placement and/or underwriting experience P&C Broker License. Demonstrates knowledge of core insurance principles & provide explanation to clients Ability to conduct research. Deep understanding of required placement workflows. Self starter/requires minimal supervision. Will seek guidance when needed Solid presentation skills – written and oral. Good listener. Strong leadership skills. Enhancing client service skills. Ability to deal with difficult client situations. Demonstrates knowledge of Insurance

structures. Proficient working knowledge of Microsoft Word, Excel and PowerPoint. Applied/EPIC experience – a plus.

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**(72) Willis North America**  
**Placement Specialist - Construction**  
**Denver, CO**

As of May 30, 2014

**Description:** Willis of Denver is seeking a Placement Specialist to be a part of the regional Construction practice. This person is responsible for designing and negotiating complex insurance strategies for clients and prospects in the Middle Market and Larger economic segments. They are the main market facing contact representing their client in the insurance marketplace and are accountable for the placement transaction between the carrier and Willis. Responsibilities: Aggressively negotiate premiums, coverage enhancements, commissions, and existing coverages with carriers Provide a thorough review and analysis of renewal information; including but not limited to, coverage, limits, loss history, and exposures Responsible for leading marketing strategy and proposal review meetings with Willis team members to correspond with client presentation dates Analyze and provide comparisons of carrier quotes to demonstrate value and thoroughness for clients; make recommendations where needed Create innovative placement approaches to meet and exceed client expectations Review proposals and supporting documents prepared by Assistant Placement Specialists for client presentations Deliver market intelligence for strategy meetings and utilize resources such as WillPlace throughout the marketing process Address client needs by identifying coverage gaps and highlighting new coverage opportunities for comprehensive program placements Keep informed of changing insurance and risk market conditions. Communicate changes and/or updates to Client Advocates, Producers and Service Team members

as they relate to pertinent classes of business Provide thorough communication with all Willis team members, carriers, and/or wholesalers throughout the duration of each placement Bind coverage and review carrier binders/documents Maintain high retention of clients and attract new clients by actively participating in client meetings, proposal reviews, and marketing strategy sessions Responsible for maintaining and building strong carrier and wholesaler relationships Understand and comply with Willis Exposure Management (WEM) requirements Continue professional academic development and achievement to grow knowledge base and value Assist Placement Manager on market relationships and other duties upon request.

**Requirements:** 3 - 5+ years industry experience. Technical placement and/or underwriting experience. Insurance designations such as CPCU, CIC and ARM are advantageous. P&C Broker License. Demonstrates knowledge of core insurance principles and ability to articulate to clients. Excellent negotiation skills. Ability to utilize resources to address questions and/or issues which arise. Deep understanding of required placement workflows. Detail orientated, self-motivated and organized. Ability to multi-task and deliver results with challenging deadlines. Will seek guidance when needed (encouraged). Solid oral and written presentation skills. Strong leadership and listening skills. Ability to deal with challenging client situations and work well within a team environment. Knowledge of various Insurance structures. Proficient working knowledge of Microsoft Word, Excel and PowerPoint.

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**(73) Willis North America**

**Property & Casualty Senior Client Manager - Client Services**

**Denver, CO**

As of June 6, 2014

**Description:** The Client Manager is responsible for providing timely and professional day-to-day client service to Property & Casualty clients within an assigned 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 bind order 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 Online).

**Requirements:** Proven insurance industry experience related to servicing large accounts. Property and Casualty license. Knowledge of Insurance and/or Brokerage business Strong technical knowledge of product area or industry. Ability to provide consultation and expert advice to management on risk management issues. Strong working 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. Strong customer service skills. Strong presentation skills. Critical Thinking skills.

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**(74) Willis North America**

**Real Estate Senior Client Service Specialist - Client Services**

**Houston, TX**

As of June 6, 2014

**Description:** Responsible for maintaining day-to-day servicing relationship with client decision-makers. This position requires an organized, self-starter to effectively provide insurance brokerage and risk management services to new and existing commercial accounts. Participate in presentations with clients and prospects working within a collaborative brokerage service team. Drive insurance renewal process from gathering client exposure information through delivering final negotiated coverage terms. Answer client policy and coverage questions. Consult with clients on policy changes. Coordinate loss control and claim review meetings for selected accounts. Visit client site to identify potential exposures and needs: review loss analysis, complete risk management analysis. Research exposure and technical coverage issues to answer client questions. Assist in gathering and researching risk management/insurance information from prospects. Coordinate financial transactions including general insurance accounting, invoicing, insurance plan cost benefit analysis and loss analysis. Responsibilities: Maintain existing commercial property and casualty accounts by providing continuous client service and risk management advice Prepare written correspondence, reports and analysis as needed Communicate effectively with client decision makers and other team members Perform complex client risk management analysis by researching exposure and coverage issues Review quotes, proposals, contract insurance requirements, rating worksheets, audits for accuracy, compliance or other insurance objectives. Review non-standard certificate requests Conduct pre-renewal internal and external meetings Prepare new and renewal business submissions Arrange and facilitate underwriting meetings Negotiate new and renewal property and casualty insurance terms and conditions with underwriters Present renewal terms to client Facilitate the ordering of loss control and claim reports Make necessary fee

arrangements Gather information from clients for marketing purposes Assist with resolution of client/carrier accounting issues Maintain client confidentiality.

**Requirements:** 8 years insurance industry experience related to servicing accounts along with handling of national accounts all industries a plus P&C license required. Knowledge of Insurance and/or Brokerage business. Technical knowledge of product area or industry, especially real estate. Ability to provide consultation and expert advice to management on risk management issues. Knowledge of principles and processes of business management. Knowledge of mathematics including arithmetic. Knowledge of principles and methods involved in promoting and selling services. Personal Computer skills. Verbal and written communication skills Interpersonal skills, including relationship-building skills with clients and co-workers. Ability to work independently and in a team setting. Strong customer service, presentation and organizational skills. Critical thinking skills.

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## **(75) Willis North America**

### **Risk Control Engineer – Oil / Gas & Petrochemicals - Loss Control / Risk Management**

#### **Houston, TX**

As of June 12, 2014

**Description:** Willis seeks a Risk Control Engineer based in Houston, TX to join our Global Energy Engineering & Risk Management Team. Willis was the first broker to form an intercontinental, multidisciplinary business unit servicing the energy industry on a global basis. We service every aspect of the energy industry from exploration and production to refining, from construction to manufacturing, from independent oil companies to service and drilling contractors. Main Duties/Responsibilities: Arrange individual risk engineering surveys through

discussions with account teams, clients and market engineers. Once arranged, coordinate and manage the execution of surveys on a global basis to the satisfaction of clients. Prepare marketing reports to assist in the placement of client insurance programs. Reports will follow the Willis Global Energy standard structure and contain key understanding of the hazards at facilities and how the management teams are controlling/mitigating their impact. Presentation of risk improvements and loss calculations also required. Develop risk improvement recommendations that are clear, appropriate and are fairly balanced between the interests of clients and insurers. Ensure that all reports and other deliverables are prepared and ready in a timely manner. Provide technical support to clients and the broking team across a range of issues relating to good Energy industry practices. Maintain all E&RM team tracking tools such as schedules and planning spreadsheets. Other aspects of work activities include: Ensuring that E&RM team fully understand the scope of work required; Clear understanding of the funding that supports engineering activities on individual accounts; Ensuring that proposed engineering activities do not exceed the available fee amount unless agreed by Account Executive and E&RM Manager; Understanding account specifics such as renewal date, deductibles, coverage, specific exclusions. Maintain technical competency in chosen industry sector and keep up-to-date with risk management developments (e.g. attend seminars, review technical publications, etc.) Represent Willis professionally on business trips and in meetings. Comply with all Willis company policies (e.g. Travel, Ethics, etc.).

**Requirements:** Minimum of 8 years' experience within the Energy sector (e.g. Oil & Gas and/or Petrochemicals.) Bachelor's degree in Chemical or Petroleum Engineering as a minimum. Comfortable travelling extensively (e.g. 80-95 days per year) both within and / or outside of the United States. Self-starter, with good interpersonal skills and the ability to effectively relate to client company employees at all levels – from site technicians up to company CEOs. Proven ability to write detailed reports of a varied technical nature.

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**(76) Willis North America**

**Senior Client Manager - Client Services**

**Houston, TX**

As of June 6, 2014

**Description:** Answer client policy and coverage questions and consult with clients on policy changes. Provide monthly reports to carriers. Coordinate/conduct claims review meetings for selected accounts. Identify account rounding and cross-sell opportunities. Visit client site to identify potential client needs as necessary. Complete steps necessary to close renewals and win rounding opportunities. Identify and gather information for Marketing coverage to multiple carriers. Develop program designs, proposals and presentations. Deliver policies and communication pieces and review with clients as necessary Responsibilities: Perform client risk management analysis and provide risk management advice Provide continuous client service and answer client policy and coverage questions on high volume level Initiate relationships with and communicate with client decision makers Review summary plan descriptions, documents and information requests from clients Review non-standard certificate requests Provide monthly reporting of client and carrier information and provide interpretation of financial reports as required Enter certificate and auto identification information for certificate center issuance Calculate and breakdown premiums and surcharges for accounting center invoice 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 Development of program design and final proposals for clients Assist in resolving client, carrier and/or vendor accounting issues, including collections, discrepancies, fee arrangements, billing contracts and vendor commission tracking Gather information from clients for marketing purposes May prepare client communication pieces May perform Project management duties related to seminars, department goals and client special interests May develop implementation of international policies.

**Requirements:** College degree preferred Ability to multi-task between multiple accounts on an ongoing basis typically requires 5 or more years of insurance industry experience related to servicing accounts in an agency setting. Property and Casualty license Management experience preferred but not required Detailed 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 principles and processes of business management Knowledge of mathematics including arithmetic Knowledge of principles and methods involved in promoting and selling services Strong Microsoft Office Skills required, including Microsoft Excel, Word and Power Point Verbal and written communication skills Interpersonal skills, including relationship-building skills with clients and co-workers Ability to work independently Ability to work in a team setting Customer Service skills Presentation Skills Organization Skills Critical Thinking skills.

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**(77) Willis North America**

**Surety Senior Client Service Specialist - Client Services**

**Houston, TX**

As of June 6, 2014

**Description:** Responsible for maintaining day-to-day servicing relationship with client decision-makers. This position requires an organized, self-starter to effectively provide insurance brokerage and risk management services to new and existing commercial accounts. Participate in presentations with clients and prospects working within a collaborative brokerage service team. Drive insurance renewal process from gathering client exposure information through delivering final negotiated coverage terms. Answer client policy and coverage questions. Consult with clients on policy changes. Coordinate loss control and claim review meetings

for selected accounts. Visit client site to identify potential exposures and needs: review loss analysis, complete risk management analysis. Research exposure and technical coverage issues to answer client questions. Assist in gathering and researching risk management/insurance information from prospects. Coordinate financial transactions including general insurance accounting, invoicing, insurance plan cost benefit analysis and loss analysis. Responsibilities: Maintain existing commercial property and casualty accounts by providing continuous client service and risk management advice Prepare written correspondence, reports and analysis as needed Communicate effectively with client decision makers and other team members Perform complex client risk management analysis by researching exposure and coverage issues Review quotes, proposals, contract insurance requirements, rating worksheets, audits for accuracy, compliance or other insurance objectives. Review non-standard certificate requests Conduct pre-renewal internal and external meetings Prepare new and renewal business submissions Arrange and facilitate underwriting meetings Negotiate new and renewal property and casualty insurance terms and conditions with underwriters Present renewal terms to client Facilitate the ordering of loss control and claim reports Make necessary fee arrangements Gather information from clients for marketing purposes Assist with resolution of client/carrier accounting issues Maintain client confidentiality.

**Requirements:** 8 years insurance industry experience related to servicing accounts along with handling of national accounts all industries a plus. P&C license required. Knowledge of Insurance and/or Brokerage business. Technical knowledge of product area or industry, especially surety. Ability to provide consultation and expert advice to management on risk management issues Knowledge of principles and processes of business management. Knowledge of mathematics including arithmetic. Knowledge of principles and methods involved in promoting and selling services. Personal Computer skills. Verbal and written communication skills. Interpersonal skills, including relationship-building skills with clients and co-workers. Ability to work independently and in a team setting. Strong customer service, presentation and organizational skills. Critical thinking skills.

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