

WHO'S HIRING? 78 P&C Open Jobs are posted here from Arch; Freedom Specialty; Frenkel; OneBeacon Insurance Group, as well as Hollinger Jobs and International Insurance Consultants. Job Postings from Risk Management departments and Insurance Buyers are posted here at no charge.

RECRUITERS' JOBS APPEAR FIRST BELOW FOLLOWED BY DIRECT POSTERS BEGINNING WITH JOB #73

Over 3,000 FPN Readers like you will open our Job Postings column. Our aim is to assemble the best list of open P&C positions in an easy-to-read scroll while giving our employers and search professionals the widest possible distribution.

EMPLOYERS: POST A JOB

Job Postings are free for Advisen.com clients, Risk Management departments, and Insurance Buyers.

Use this link: <http://www.advisenltd.com/insurance-news/careers/insurance-job-postings/submit/> or contact jobpostings@advisen.com

All others pay \$250 for each Job Posting or talk to us about package rates to post lots of openings throughout the year.

WHICH FIRMS ARE HIRING DIRECTLY?

- Arch Insurance Group Inc.
- Freedom Specialty
- Frenkel & Company
- OneBeacon Insurance Group

WHICH RECRUITERS ARE POSTING JOBS?

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

78 JOB POSTINGS for end – February 2015

ADVISEN'S EXECUTIVE SEARCH DIRECTORY

David J. Hollinger Associates, Inc., Hollinger Jobs

James A. Lieberman at 732.247.5656 or jalieberman@hollingerjobs.com

John R. Huttner at 732.247.5656 or jrhuttner@hollingerjobs.com

Catarina Oliveira Caulfield at 732.247.5656 or coliveira@hollingerjobs.com

International Insurance Consultants, Inc.

Glenn Wootton at 954.421.0122 or glenn@iicuri.com

Ray Crowley at 954.421.0122 or ray@iicuri.com

Rick Mockel at 954.421.0122 or rick@iicuri.com

INSURANCE RECRUITING POSITIONS

(1) Business Opportunity

Location Open

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

(2) Commercial Lines Producer

Bergen County / Northern New Jersey

Posted by Hollinger Jobs as of 11/24/14. Established, well-structured broker/agency with a long history of developing New Jersey business retail brokerage firm is seeking a Commercial Lines Producer, an addition to their existing New Jersey brokerage team. Identify, solicit and produce new commercial account business, small to middle market

accounts. Conduct prospective and new client presentations. Firm provides an existing infrastructure for marketing and back office support. 3-10+ years of direct commercial lines production, and/or will consider personal lines Producers with commercial lines knowledge looking to transition to producing all commercial lines business. Producers with direct writer experience will also be considered. Strong back office support. Base/Draw (depending upon experience level) including commission structure for new and renewal business. Benefits, 401K, laptop provided, program for business expenses, etc. College degree preferred. P&C license required. Candidates with or without books of business to move will be considered. This position is for an existing motivated Producer looking to be part of a growing and well-established brokerage firm. Some production responsibilities in NYC/Queens. Please submit resumes to Jim Lieberman EVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(3) North Carolina Company Marketing Rep.

Successful and highly established 100-year property casualty group seeks a Regional Marketing Representative to call on the independent agents in North Carolina. This company has an excellent reputation with their insureds and a solid following of agents. They have decided to put more capital in play and want to grow. This will involve calling on agents with existing contracts and looking to motivate them for more production as well as identifying and appointing new agents that can bring business. This position offers a competitive base salary plus strong incentives and a company car. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com.
www.insurancerecruitersusa.com

(4) Pacific Northwest Company Marketing Rep.

Successful and highly established 100-year property casualty group seeks a Regional Marketing Representative to call on the independent agents in the region. This company has an excellent reputation with their insureds and a solid following of agents. They have decided to put more capital in play and want to grow. This will involve calling on agents with existing contracts and looking to motivate them for more production, as well as identifying and appointing new agents that can bring business. This position offers a competitive base salary plus strong incentives and a company car. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com.
www.insurancerecruitersusa.com

(5) Southwest Company Marketing Rep.

Successful and highly established 100-year property casualty group seeks a Regional Marketing Representative to call on the independent agents in California. This company has an excellent reputation with their insureds and a solid following of agents. They have decided to put more capital in play and want to grow. This will involve calling on agents with existing contracts and looking to motivate them for more production, as well as identifying and appointing new agents that can bring business. This position offers a competitive base salary plus strong incentives and a company car. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com.

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(6) Acquisitions (MGA Business) (\$350K + Participation)

This is an opportunity to be involved at an executive leadership role for this well-funded publicly traded insurance firm that is expanding. They have the appetite and capital to acquire well run MGA's on a national perspective in the commercial lines business. You will have an extensive familiarity with the MGA/Program space, be a business leader, understand the complexities of business acquisitions and have the energy to drive growth. This position will identify opportunities, work with a team to acquire the targets and then effectively oversee the transition to the parent company. This is an established firm with PV in MGA business in excess of \$400M PV. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com. www.insurancerecruitersusa.com

(7) FCAS – Chief Reinsurance Pricing Actuary (To \$350K)

NYC

Nationally recognized reinsurer seeks FCAS to lead their pricing operations. This A+ Best rated firm writes property casualty A&H treaty and facultative throughout North America. This position will work closely with claims, underwriting and the senior management team. Overall responsibility for pricing, development of pricing tools, modeling techniques and forecasting. This role will play a major part with the senior team and will have two pricing operations reporting to it. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com.

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(8) President – Premium Finance Startup (\$350K + Participation)

This is a rare opportunity to use your skills and experience to head up a new venture for this publicly traded company. They are a veteran insurance organization that is in the service business and have near ½ billion dollars in PV in their operations. They are looking for an entrepreneurial leader that can help create and run a premium finance company in

their holding company. You must have a demonstrated track record of success and be able and ready to either bring or build a team. This firm has the appetite, energy and capital to be successful. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com. www.insurancerecruitersusa.com

(9) Loss Control Executive (\$ Open into the \$300K's + Bonus & Equity)

Aggressive public company seeks lead executive to develop the strategy and plan to grow a national loss control company. Identify potential targets for acquisition as well as quality candidates to hire. This person should be familiar with the services provided by the firms and how to sell those services; someone who can converse with the top management and owners of these consulting firms/service organizations. This is an opportunity to build a large service firm that will provide premium audit and loss prevention to the property casualty industry. This involves developing the relationships with service firm Principals and determining the appropriate companies to acquire. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com. www.insurancerecruitersusa.com

(10) VP – Director of Corporate Marketing & Branding (\$300K + Bonus & Equity)

This position is with a successful and growing property casualty group that owns their own TPA, managed care, fraud and insurance companies. This operation is big on both the non-risk service model and both guaranteed cost and loss sensitive insurance products. This is a very entrepreneurial environment with a firm that welcomes the outside the box approach. This individual will handle everything from advertising, communications, websites, conferences, brochures, social media and market analysis. Solid experience with branding and business development strategies will provide a great career in an attractive location. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com. www.insurancerecruitersusa.com

(11) General Counsel (\$250K +)

NY / NJ

This is a prestigious service company with an excellent brand. The position will lead an established department of 5-7 lawyers and be responsible for all legal matters of this large property & casualty firm. The responsibility will include regulatory, compliance, human resources, contract and mergers and acquisitions. You will be part of the executive leadership team reporting to the President. You must have a proven track record of success in fast paced and vigorous environments. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com. www.insurancerecruitersusa.com

(12) Senior Executive - Environmental & Energy Underwriting Leader (\$215K - \$275K)**NYC / Northern New Jersey**

Posted by Hollinger Jobs as of 2/23/15. A+ property and casualty insurance carrier has an exciting opportunity for a proven Senior Level Underwriting Executive with the interest, energy and desire to build and expand an existing Environmental & Energy Underwriting Division. The main responsibility will be leading an established team of Underwriters responsible for an existing book of \$25M, by establishing and communicating production and profit related goals including new business development, distribution platform management, target loss ratios, policy count, hit ratios and renewal retention, Improve the effectiveness of underwriting staff through leadership/management of organizational and individual competencies. Develop and maintain effective relationships with distribution community at a senior level. Adds tangible value to the current distribution platform. Identify, create, develop and implement new products within their department. Qualifications include Bachelor's degree preferred and minimum of 15 years' underwriting experience, specifically in the environmental and energy business. Demonstrated knowledge of the environmental and energy casualty business, E&S external market, producer community, competitive environment and contributes to the development of business strategy. Proficient in the use of computer programs, including Word, Excel and Outlook. Other core competencies include being passionate for the business, strategic planning, strong communication skills, ability to foster strong internal and external relationships (Client Focus) and mentor/train underwriting staff. Competitive Senior Executive Level base salary (depending upon proven experience and previous success in developing an environmental/energy book of business) as well as additional financial incentives, full benefits, 401K, etc. Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaulfield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(13) Treaty Producer (Base to \$200K plus Bonus)**New York**

Highly successful and very profitable reinsurance group seeks a production person to call on large regional and mid-sized national property casualty groups. This person will work with C level executives in these property casualty companies to gain the opportunity to bid on the treaty business they cede. This position requires business development skills to execute the contact but just as important, this person will have to analyze prospects, financial strength and ownership structure and interface with underwriting, actuarial and claims to evaluate capital and risk

financing needs of prospective clients, then develop those targets. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com. www.insurancerecruitersusa.com

(14) Marine Underwriting Manager (To \$180K)

Northern New Jersey / NYC

Posted by Hollinger Jobs as of 2/23/15. A+ property and casualty insurance carrier is expanding and is currently seeking a Marine Underwriting Manager to oversee the underwriting, marketing and profitable growth of ocean and inland marine business. The position has an existing \$20M book of business with growth and expansion planned over the next 3-5 years. The Marine Underwriting Manager will manage a team of Ocean Marine Underwriters, hire new Inland Marine Underwriters and oversee the team both East and West Coast. The Manager will be responsible for developing, implementing and achieving business plan for both Ocean and Inland Marine books of business for premium growth, profitability and expense management in accordance with overall business plan, service delivery and account management. Assumes a leadership role in the organization to positively influence staff and promote a positive image in the marketplace. Underwrite and market a range of ocean and inland marine business. Develop agency relationships and build a profitable book of business. Develop a team of inland/ocean marine Underwriters who will be responsible for building and growing the book of business. 10+ years of marine underwriting experience, demonstrated productivity and profitability and strong business acumen related to building a profitable book of business. Strong technical expertise in the Marine industry, exposures, risks and market capabilities. Excellent communication and interpersonal skills, strong verbal and writing skills and effective technical and PC skills. Bachelor's degree preferred. CPCU or other insurance designations encouraged. Compensation to \$180K base range depending upon experience level, bonus plan, full benefits, 401K, etc. Please submit resumes to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaulfield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(15) Senior Underwriting Specialist / Energy / Engineered Risk (To \$180K)

New York City

Posted by Hollinger Jobs as of 11/24/14. A+ property and casualty insurance carrier is seeking a Senior Underwriting Specialist for Energy & Engineered Risk – Property Division. The Sr. Underwriter will be responsible for writing profitable commercial lines business for multi-national accounts, selecting and underwriting complex CAR

(Construction All Risk) and EAR (Erection All Risk) business within the delegated underwriting authority. Applies appropriate pricing techniques according to company filings and state/bureau conformance. Work with internal departments, i.e. Loss Control, claims, marketing as well as conduct broker and client visitations. 5-8 years minimum direct experience. Bachelor's degree preferred. Proficient in EAR & CAR including experience with underwriting Delay in Start-up, Natural Catastrophe, Testing & Commissioning, and Blended Construction and Operations Programs. Experience in the energy, chemical, petrochemical, power, oil and construction industry is necessary. Familiarity with catastrophe modeling and management of aggregates necessary. This position requires a knowledgeable, intelligent and motivated Underwriter who is interested in working directly with senior management and taking on additional projects and assignments. Base salary to \$180K depending upon experience. Bonus, full benefits package, 401K, pension plan. Please submit resumes to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaulfield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(16) VP E&S Property Underwriter (\$175K - \$225K +)

Midwest

Top 30 A+ rated insurance group seeks Lead Executive with a hands-on underwriting background to head the Midwest operation. This firm has admitted and non-admitted paper and writes challenging E&S risks including CAT, as well as some HPR type exposures. This will involve both hands-on account underwriting, as well as supervision and development of the lighter team. Solid contacts with the distribution community to include wholesalers and some retailers is desired. \$175K - \$225K plus bonus and equity. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com. www.insurancerecruitersusa.com

(17) Commercial Casualty Excess Underwriter (Salary to \$175K plus Participation)

NYC

This growing operation has an opportunity for a Commercial Excess Casualty Underwriter to join their New York Metro office. This is a global carrier that has an excellent rating and reputation in the market. They are looking for a high Excess Casualty Underwriter that has familiarity with the wholesale brokerage market. The business is Fortune 500. It is highly sophisticated and complex. It is a challenging opportunity requiring very strong underwriting skills writing business with high attachment points. If you are a sophisticated Casualty Underwriter interested in growing and

working with high end accounts, please contact Rick Mockel at 954.421.0122 or rick@iicuri.com.
www.insurancerecruiterusa.com

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

Any City

Highly successful independent agency seeks a seasoned Producer with a following or niche to join the owners of the firm. This is an equity opportunity to join a firm that has been growing quickly and steadily. This firm is so busy that they can take people with non-competes. They can keep you working on their accounts and away from your accounts for 12 or 24 months while your non-compete expires. This opportunity will allow you to stay where you are. They will provide marketing and technical support from their offices and they own a wholesale and MGA operation and employ Underwriters and may get the pen for your niche in the future. Meanwhile, they have several markets and relationships to place your business with. This organization is looking to take their successful sales people and provide an equity opportunity for a long-term relationship. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com. www.insurancerecruitersusa.com

(19) Inland Marine Underwriting Manager (\$150K - \$200K)

East Coast

Posted by Hollinger Jobs as of 2/23/15. A+ property and casualty insurance carrier is seeking an Inland Marine Regional Underwriting Manager to develop and build the Eastern Seaboard. The Manager position is designed for a motivated, articulate, career minded professional interested in long term growth and leadership opportunities. Underwrite and market a range of inland marine business. Develop agency relationships and build a profitable book of business. Additionally, as the region grows, develop a team of Inland Marine Underwriters who will be responsible for building and growing the Eastern region. Strong attention to detail, ability to build relationships, along with the opportunity to build and create your own team. 7-13 years of direct inland marine underwriting and marketing experience with a P&C carrier. Proven leadership ability and willingness to create and develop a team along with building a profitable region. Candidates in major U.S. East Coast cities including Philadelphia, New York, Boston and Atlanta encouraged to apply. College degree preferred. Designations a plus. Compensation to \$150K - \$200K depending upon experience level. Bonus (approximately 30%) and full benefits package. Please submit your resume in confidence to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or call Jim at 1.732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaulfield@hollingerjobs.com. Hollinger is a

member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

East

Posted by Hollinger Jobs as of 2/23/15. A+ property and casualty insurance carrier is seeking a Commercial Underwriting Director to provide input and sound judgment into the development of underwriting policies and standards that support developing products, services, and new programs and work in conjunction with Product Development to develop coverage forms and appropriate pricing. 10-15 years' multi-line middle market underwriting experience in P&C with a strong background in insurance coverage and with at least 5 years' prior staff management experience. Knowledge and experience in product development a plus. 4 year college degree with strong verbal and written skills. CPCU or equivalent professional designation or educational equivalent. Travel to underwriting branch offices as needed with a base in New York City. Salary \$150K - \$175K depending upon experience level, bonus, benefits package including 401K, pension plan and company car provided. Approximately 30% travel, mostly to branch offices. Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the National Association of Personnel Services, the Professional Liability Underwriting Society, the Society of Human Resource Management, and the Worldwide Employee Benefits Association.

(21) Commercial Underwriter – Casualty Treaty (\$150K - \$175K)

Midwest

Posted by Hollinger Jobs as of 2/23/15. A+ carrier with a domestic and global platform is seeking a Commercial Underwriter-Treaty Casualty for the Midwest region. The qualified candidate will be responsible for executing all marketing/underwriting/pricing activities for developing new and retaining existing treaty/program business in compliance with the company guidelines, at acceptable risk levels and at targeted levels of profitability. Technical underwriting, pricing and risk analysis expertise capable of producing the desired volume and profitability of business. In addition, the qualified Underwriter will have in depth regional market knowledge that will result in producing acceptable risk and profitability. Strong market contacts and relationships required. College degree and/or advanced degrees and industry designations desirable. Primary experience required. Extensive casualty reinsurance experience. Expert, capable of acting as a resource to others in all areas of underwriting, risk analysis and pricing. Personality, highly developed skills and experience to market effectively to all levels of client companies from desk Underwriters to

the most senior positions and members of the Board of Directors. Leadership ability required to work effectively with internal and external teams, clients etc. 10-15 years' direct experience with relationships with Midwest cedants preferred. \$150K - \$175K+ base, depending upon experience level, as well as bonus, full benefits package. Travel within Midwest region required, primarily Columbus, OH - Des Moines, IA. Position can be based in Upper Midwest, including a work from home arrangement. Please submit resumes to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(22) Commercial Underwriter - Casualty Treaty (\$150K - \$175K)

Midwest Region

Posted by Hollinger Jobs as of 2/23/15. A+ carrier with a domestic and global platform is seeking a Commercial Underwriter-Treaty Casualty for the Midwest region. The qualified candidate will be responsible for executing all marketing/underwriting/pricing activities for developing new and retaining existing treaty/program business in compliance with the company guidelines, at acceptable risk levels and at targeted levels of profitability. Technical underwriting, pricing and risk analysis expertise capable of producing the desired volume and profitability of business. In addition, the qualified Underwriter will have in depth regional market knowledge that will result in producing acceptable risk and profitability. Strong market contacts and relationships required. College degree and/or advanced degrees and industry designations desirable. Primary experience required. Extensive Casualty reinsurance experience. Expert, capable of acting as a resource to others in all areas of underwriting, risk analysis and pricing. Personality, highly developed skills and experience to market effectively to all levels of client companies from desk Underwriters to the most senior positions and members of the Board of Directors. Leadership ability required to work effectively with internal and external teams, clients etc. 10-15 years' direct experience with relationships with Midwest cedants preferred. \$150K - \$175K+ base, depending upon experience level, as well as bonus, full benefits package. Travel within Midwest region required, primarily Columbus, OH - Des Moines, IA. Position can be based in Upper Midwest, including a work from home arrangement. Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(23) Absence Management Sales Specialist / Employee Benefits (Salary to \$150K + Com.)

Location: Potentially Remote

This internationally recognized service organization has an outstanding sales opportunity available as part of an expansion of their presence within the Total Absence Management/Leave Administration market place. They are looking for sales professional that has employee benefits sales experience dealing with FML, ADA, ST and LT Disability, military leave etc. This professional will build their business primarily through benefit brokers and must have the ability to conduct presentations to C-Suite executives. Their programs are completely flexible and will provide an opportunity to be creative in their sales process. Accounts vary in the number of lives and as part of the expansion, they will focus on larger groups. Position is potentially remote based on geographic location. For more information, please contact Rick Mockel at 954.421.0122 or rick@iicuri.com. www.insurancerecruitersusa.com

(24) Casualty Underwriter (To \$150K plus Bonus)

North Carolina / Charlotte

This unique commercial carrier has done very well within the casualty area and as a result, they are looking for a technically sound Commercial Casualty Underwriter with strong WC underwriting skill to join their operation as a portfolio management/referral Underwriter. This position will report directly to the CUO of this growing firm. Part of their strategy is to build upon larger risks so experience with loss sensitive approaches would be a plus. If you have a strong casualty underwriting skill set with a focus on WC, this could provide a challenging and rewarding opportunity to grow. For more information, please contact Rick Mockel at 954.421.0122 or rick@iicuri.com.

www.insurancerecruitersusa.com

(25) E&S Profit Center Manager (\$150K)

Southwest / Chicago

Very profitable P&C group seeks Head of E&S underwriting. This firm has an A+ Best Rating and is looking for an underwriting executive to develop and implement the business plan. They target a small to middle market sized risk that will be E&S because of the challenging classes. This person will report to the President and manage their team and be responsible to attract talent as you grow. Target business will be primary non-admitted general casualty. For more information, please contact Rick Mockel at 954.421.0122 or rick@iicuri.com. www.insurancerecruitersusa.com

(26) Public Entity / Claims Service Sales (\$150K + Participation)

Northeast

This is a very strong competitor in the TPA space with an excellent reputation and strong capital position. The position will represent this highly recognized brand in the Northeast area to include NY, NJ, PA and CT in the public entity business. The company is a dominate player in some other geographic areas of the country but are underrepresented in the Northeast. The position can work remotely if that is an advantage to the individual. You will have a familiarity with customers in the public entity sector in the Northeast. You will have experience in developing a sales plan and executing that plan. This would include representing RFP's at senior levels of the customers. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com. www.insurancerecruitersusa.com

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

Atlanta

A rated specialty E&S carrier with an excellent reputation seeks Manager to lead their casualty E&S book. This position has responsibility for the East Coast primary casualty business. This is non-admitted surplus lines business that is delivered through wholesale brokers. This operation has been moved to Atlanta and involves growing a department of Underwriters over time. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com. www.insurancerecruitersusa.com

(28) Commercial Underwriting Leader (To \$140K + Bonus)

Dallas, TX

This is a home office position that will report to the SVP/CUO of this Texas Regional carrier. The firm is an operating company of a very strong nationally recognized group. They have an excellent reputation and are very entrepreneurial in their approach to the business. The opportunity will provide a complete view of the business including appetite, segmentation, business analysis, modeling and actuarial. It requires a strong commercial underwriting skill set and either knowledge of the various functions of the underwriting process or the desire to learn. The home office team is extremely knowledgeable and will provide an excellent learning platform for this person to grow. Your input at the leadership table will be valued. If you would like an opportunity to grow and get a full 360 picture of the business, please call Rick Mockel at 954.421.0122 or email Rick at rick@iicuri.com. www.insurancerecruitersusa.com

(29) Territorial Inland Marine Underwriting Manager (\$130K - \$150K Bonus)

Texas Region

This highly regarded insurance group enjoys an excellent AM best Rating and is known for their entrepreneurial

business acumen. They have an opportunity for an underwriting professional that is capable of profitably growing the property/inland marine market for their Texas Region. In addition to strong underwriting skills, you must have the ability to build and maintain agency and broker relationships and be self-motivated. The group is a patient and underwriting oriented firm and this opportunity will be an evolving leadership role that will help in developing strategy, appetite and guidelines as you develop this market and grow your operation. This is an opportunity to get a complete view of the business, so energy, passion and a desire to learn and develop are important personal characteristics for this role. The primary will be to profitably develop the Texas Region and surrounding area and being knowledgeable of this market and the distribution partners will be a plus. For more information, please contact Rick Mockel at 954.421.0122 or rick@iicuri.com. www.insurancerecruitersusa.com

(30) Senior Underwriter – Environmental & Energy (\$125K - \$165K)

Atlanta

Posted by Hollinger Jobs as of 2/23/15. A+ property and casualty insurance carrier currently expanding their Environmental & Energy Division is seeking an addition to staff, a Senior Underwriter who will be responsible for new business production underwriting of middle market environmental and energy casualty business, adhering to underwriting rules and guidelines, building a profitable book of business, and developing strong customer relationships through providing top-notch service. Lines include general liability, contractors pollution, professional, site pollution, products pollution, auto, and umbrella. Appropriate qualifications include a minimum of 10 years' energy casualty underwriting with contractors, consultants and products risks. Wholesale brokerage development and relationships with wholesale Producers. Demonstrated ability to generate profitable new business, along with strong relationship management skills. Proven technical, analytical and computer skills. Energetic, positive and professional business demeanor. Travel up to 20%. Compensation \$125K - \$165K depending upon experience level, along with bonus and full benefits package. Please submit resumes to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(31) Senior Underwriter – Environmental & Energy (\$125K - \$165K)

Chicago

Posted by Hollinger Jobs as of 2/23/15. A+ property and casualty insurance carrier currently expanding their

Environmental & Energy Division is seeking an addition to staff, a Senior Underwriter who will be responsible for new business production underwriting of middle market environmental and energy casualty business, adhering to underwriting rules and guidelines, building a profitable book of business, and developing strong customer relationships through providing top-notch service. Lines include general liability, contractors pollution, professional, site pollution, products pollution, auto, and umbrella. Appropriate qualifications include a minimum of 10 years' energy casualty underwriting with contractors, consultants and products risks. Wholesale brokerage development and relationships with wholesale producers. Demonstrated ability to generate profitable new business, along with strong relationship management skills. Proven technical, analytical and computer skills. Energetic, positive and professional business demeanor. Travel up to 20%. Compensation \$125K - \$165K depending upon experience level, along with bonus and full benefits package. Please submit resumes to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaulfield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(32) Senior Underwriter – Environmental & Energy (\$125K - \$165K)

Dallas, Houston

Posted by Hollinger Jobs as of 2/23/15. A+ property and casualty insurance carrier currently expanding their Environmental & Energy Division is seeking an addition to staff, a Senior Underwriter who will be responsible for new business production underwriting of middle market environmental and energy casualty business, adhering to underwriting rules and guidelines, building a profitable book of business, and developing strong customer relationships through providing top-notch service. Lines include general liability, contractors pollution, professional, site pollution, products pollution, auto, and umbrella. Appropriate qualifications include a minimum of 10 years' energy casualty underwriting with contractors, consultants and products risks. Wholesale brokerage development and relationships with wholesale Producers. Demonstrated ability to generate profitable new business, along with strong relationship management skills. Proven technical, analytical and computer skills. Energetic, positive and professional business demeanor. Travel up to 20%. Compensation \$125K - \$165K depending upon experience level, along with bonus and full benefits package. Please submit resumes to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaulfield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the

Worldwide Employee Benefits Association.

(33) Senior Underwriter – Environmental & Energy (\$125K - \$165K)

NYC / Northern NJ

Posted by Hollinger Jobs as of 2/23/15. A+ property and casualty insurance carrier currently expanding their Environmental & Energy Division is seeking an addition to staff, a Senior Underwriter who will be responsible for new business production underwriting of middle market environmental and energy casualty business, adhering to underwriting rules and guidelines, building a profitable book of business, and developing strong customer relationships through providing top-notch service. Lines include general liability, contractors pollution, professional, site pollution, products pollution, auto, and umbrella. Appropriate qualifications include a minimum of 10 years' energy casualty underwriting with contractors, consultants and products risks. Wholesale brokerage development and relationships with wholesale Producers. Demonstrated ability to generate profitable new business, along with strong relationship management skills. Proven technical, analytical and computer skills. Energetic, positive and professional business demeanor. Travel up to 20%. Compensation \$125K - \$165K depending upon experience level, along with bonus and full benefits package. Please submit resumes to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaulfield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(34) Medical Malpractice Claims Examiner (To \$125K)

New York, NY

This leading risk management organization services hospitals and other medical related care facilities by offering risk management services, property casualty insurance and claims handling services. They enjoy an excellent reputation and are seeking an Attorney to handle complex medical malpractice claims and lawsuits that arise from these facilities. A qualified candidate would have strong medical malpractice knowledge and be able to oversee litigation, investigation and disposition of complex medical malpractice claims. You must be a JD and have the ability to handle the claim from start to finish by establishing damages, choosing counsel and directing the process through negotiations and settlement. This role is intellectually stimulating and challenging. Travel is generally localized. Knowledge of carrier based processes will be helpful. For additional, information please contact Rick Mockel at 954.421.0122 or rick@iicuri.com. www.insurancerecruiterusa.com

(35) Program Manager – Underwriting (Salary to \$125K plus Bonus Participation)

Location Flexible

This highly successful MGA has a leadership role within their underwriting operation. This is an outstanding opportunity to be with a firm that excels in the market place as an entrepreneur with a knack for creating and developing very successful underwriting programs. This opportunity will report to and work with the VP/Director of National Programs to develop and manage a construction program. This role will be the corporate representation from the underwriting side with the carrier and will have additional responsibility for developing and maintaining distribution relationships. This potentially remote opportunity will focus on construction business. The role will be exposed to all aspects of the business and will require a business intelligent, technically strong production underwriting type. For more information, please contact Rick Mockel at 954.421.0122 or rick@iicuri.com. www.insurancerecruitersusa.com

(36) Public Sector Underwriter (Salary to \$125K +, plus Participation)

Chicago

This global carrier enjoys an excellent rating and reputation in the market. They have an opportunity for a sophisticated underwriting professional to develop and grow the Midwest Region for them in the Public Entity area. This position will require a strong underwriting technician that has great business acumen and the ability to develop and build relationships within the wholesale and retail market place. Familiarity with this market would be a plus. Business will focus on state, county and city municipal business as well as utilities, schools colleges and universities. This is a great opportunity to be the flag bearer for this firm in the Midwest and to grow a region. They have great forms, a gold standard service model with high retention ratios. For additional information, please contact Rick Mockel at 954.421.0122 or rick@iicuri.com. www.insurancerecruiterusa.com

(37) Regional Casualty Excess Specialist (\$125K + Bonus)

Atlanta, GA

This is an A rated insurance company that is steadily growing for the last five years. The position will represent the company in the Southeast, based out of Atlanta, utilizing both wholesale and retail distribution. You should have a couple of years of casualty excess underwriting experience in the mid-market space. This division works with several industries; hospitality, manufacturing, habitational, distributors, entertainment and services. You will be the representation for this segment, reporting to the executive that runs this division, who is not in Atlanta. You will have

the energy and passion to carry the flag for the company and be mature enough to work autonomously. This position will carry underwriting authority into the distribution model. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com. www.insurancerecruitersusa.com

(38) Senior Commercial Lines Account Executive (To \$125K)

New York City

Posted by Hollinger Jobs as of 2/23/15. Specialty insurance retail brokerage firm is seeking a Senior Commercial Lines Account Executive for their New York City location. The qualified candidate will have 7-10 years of direct retail brokerage full servicing of middle to large commercial accounts. Develop strong client and broad carrier underwriting relationships. This is a dynamic and growing region with expansion goals. The qualified Commercial AE will come from a large regional or national brokerage firm and have a "lead by example" professional attitude. Experience with a variety of commercial accounts, including but not limited to construction, real estate, manufacturing, restaurants, habitation, retail and wholesale. Strong senior management support within this diverse and dynamic work environment. \$90K - \$125K base range depending upon experience level including full benefits package. Please submit resumes to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaulfield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(39) Management Liability Account Executive / Specialist (\$120K - \$160K)

Nassau County, Long Island

Posted by Hollinger Jobs as of 11/24/14. Established retail brokerage firm is seeking a Management Liability Account Executive/Specialist. Prepares applications (as required), submission specifications and marketing strategy for new business and renewals. Possess an expertise in at least four of eight Management Liability Product Offerings. Responsible for total management of assigned account portfolio. Minimum 10 years' experience with Management Liability related products and proven background taking ownership in managing and building accounts. Financial analysis skills are required. Must have current P&C broker's license. College degree required. CPCU or other professional designation a plus. Microsoft office proficiency. AMS Sagitta experience preferred. \$120K - \$160K base depending upon experience level including full benefits/incentive program. Please submit resumes to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at

ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(40) Senior Casualty Underwriter - Southern California (To \$120K)

Posted by Hollinger Jobs as of 2/23/15. A+ property and casualty insurance carrier is seeking a proven Senior Commercial Casualty Underwriter to underwrite general liability, auto liability, and excess liability as well as develop agency and Producer relationships. Requires 3-10+ years' direct casualty/products liability underwriting with a property and casualty carrier. Proven background with Producer relationships on the West Coast. College degree required. Designations (CPCU, CIC, etc.) highly desirable and preferred. \$90K - \$120K base salary depending upon experience level, benefits package, incentive plan. Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(41) Workers' Compensation Claims Supervisor (To \$110K)

NYC

Posted by Hollinger Jobs as of 2/23/15. A+ property and casualty insurance carrier is seeking a WC Claims Supervisor, responsible for the technical and workers' compensation specific claims activities required for the company. Responsibilities include statutory claims handling and administrative functions relative to the assigned claim files. Actively supervises all members of the New York workers' compensation unit, including claims examiners and support staff. This individual will have direct supervisory functions on a daily basis of the New York workers' compensation unit. Bachelor's degree. CPCU or other insurance designations A+. 5+ years' experience working in workers' compensation claims. Compensation \$90K - \$110K depending upon experience level, full benefits package, financial incentives, 401K. Please submit resumes to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

New York City, NY

Posted by Hollinger Jobs as of 2/23/15. Large retail brokerage firm is seeking a Commercial Account Executive to service and act as client adviser for an existing book of middle and large market commercial accounts. Proven background servicing multi line commercial accounts, ideally mid to large size accounts, including marketing and account rounding. Full service functions with additional Junior AE support. Professional growth opportunities. Must have a background as a Commercial Generalist Account Executive with a mix of real estate, construction, restaurants and some wholesale/retail. College degree preferred. 6-10+ years of direct account management expertise with a mid to larger size retail agency. P&C license required. Professional growth opportunities based on performance. This position requires a motivated Commercial AE looking to work with the client directly, not just in a servicing but in a client adviser role. To \$110K depending upon experience level, bonus plan and full benefits package. Please submit your resume in confidence to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or call Jim at 1.732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(43) Workers' Compensation Claims Manager (\$100K - \$110K)

Northeast

Posted by Hollinger Jobs as of 2/23/15. A+ property and casualty insurance carrier is seeking a #1 Claims Manager - Workers Compensation to lead the WC Claims Division for ME, MA and NH. The qualified senior leader will have 3 direct (Supervisors) and 30 indirect (WC Claims Professionals) reports, overseeing the day to day workers compensation claims operations including but not limited to claims handling procedures, training and development of workers compensation claims staff, oversee claims audits and more. There are no direct WC file handling responsibilities. 10-15 years of workers compensation claims handling including claims management and leadership expertise within the property and casualty insurance carrier environment. Candidates with a mix of both carrier and TPA experience will be considered. Strong knowledge of workers compensation claims rules and regulations. Bachelor's degree preferred. \$100K - \$110K base salary depending upon experience level, including incentives, benefits package, 401K, relocation assistance. This position will be based in Southern Maine or the Greater Boston area. Please submit resumes to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaufield@hollingerjobs.com. Hollinger is a

member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(44) Excess Casualty Underwriting Manager (Mid - \$100K's plus Bonus)

Atlanta

A rated global insurance carrier seeks a hands-on Underwriting Manager to lead their business in the Southeast. This position has responsibility for developing relationships with both wholesale and retail brokers, as well as growing a book of business that fits the underwriting criteria. This business is currently being handled out of the Northeast and the firm wants a boots on the ground manager to carry their flag in the Southeast region. This position will have the existing volume ceded to it as a foundation. The ideal candidate will possess good marketing skills, the ability to attract underwriting talent to the firm and solid technical underwriting skills. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com. www.insurancerecruitersusa.com

(45) Finance Manager - Surety (To \$100K)

Philadelphia Area

Posted by Hollinger Jobs as of 2/23/15. A+ property and casualty insurance carrier is seeking a Finance Manager who will be responsible for managing the financial operations of the surety product line. Manage processes for rates, forms, financial results, forecasts, budgets, reinsurance, and claim and loss reserve development for the company's surety product line. Analyze and quantify growth opportunities for the surety product line. Develop, file, audit, and maintain rates and forms systems and manuals. Analyze, measure, monitor, and respond to financial results. Analyze and prepare short and long term forecasts and budgets. Analyze, measure, and monitor claim and loss reserve development and adequacy. Analyze, measure, monitor, and plan reinsurance needs and costs. Analyze and quantify surety growth opportunities. Assist in special projects or other duties as needed. Requires a bachelor's degree in insurance, finance, or a similar field with 5-8 years of experience in a related field or position. Ability to use analytical methods in various surety processes to find workable solutions. To \$100K depending upon experience level including bonus plan (20%), full benefits, additional incentive plan. Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaulfield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

New York City

Posted by Hollinger Jobs as of 2/23/15. Specialty insurance retail brokerage firm is seeking a Personal Lines Account Executive for their New York City location. The qualified candidate will have 5-10 years of direct retail brokerage full servicing of personal lines accounts including VIP/HNW accounts. Develop strong client and broad carrier personal lines underwriting relationships. This is a dynamic and growing region with expansion goals. The qualified PL AE will come from a large regional or national brokerage firm and have a "lead by example" professional attitude with a strong knowledge base of a diverse range of Personal Lines products and services. Strong senior management support within this diverse and dynamic work environment. \$70K - \$100K base range depending upon experience level including full benefits package. Please submit resumes to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(47) Senior Casualty Underwriter (\$90K - \$120K)

Orange County

Posted by Hollinger Jobs as of 2/23/15. A+ property and casualty insurance carrier is seeking a Senior Commercial Casualty Underwriter to underwrite and market new business, manage renewals, for casualty and products liability accounts. The appropriate candidate will have 5-10 years of direct carrier new business commercial casualty and/or products liability underwriting, proven background developing brokerage relationships and have a strong mix of both technical and business development skill sets that enables to manage a large territory. College degree preferred. Designations a plus. \$90K - \$120K base including bonus plan and full benefits package. Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

NYC

Posted by Hollinger Jobs as of 2/23/15. Our client, a well-established large brokerage firm providing commercial,

personal, professional lines and group benefits products and services, is seeking a Senior Commercial Account Executive for their NYC office to service consequential Construction Accounts. The qualified candidate should have 10+ years' retail brokerage commercial account management experience, with a strong niche servicing and working with larger construction firms. College degree preferred. License required. Compensation will be dependent upon experience, \$90K - \$110K+ including incentives/benefits package. Please submit your resume in confidence to Catarina Caulfield, Sr. Recruiting Specialist at ccaufield@hollingerjobs.com or call Cat directly at 732.247.5656. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and WEB.

(49) Brokerage AE Construction – Large Commercial Accounts (Up to \$90K)

NYC

Posted by Hollinger Jobs as of 2/23/15. Our client, a well-established brokerage firm in NYC, is expanding and seeks two additional AEs to work with larger sized accounts (average account revenue is \$20K - \$50K+). This is a well-run, friendly, team oriented office with AEs being responsible for account management, client interface and coordinating all service functions and related marketing. Qualified candidates should have a minimum of 5-15 years' experience with consequential accounts. Industry disciplines should include real estate, hotels, financial services and related insurance matters. College degree and licenses are expected. Advanced degree, CPCU, CIC, etc. are preferred. Compensation will be up to \$90K, DOE. Please submit your resume in confidence to John R. Huttner, President, David J. Hollinger Associates. Email: jrhuttner@hollingerjobs.com or contact at (ofc) 732.247.5656 or (dd) 732.319.0670. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(50) Commercial Team Leader / Sr. Underwriter (To \$85K Base)

Southern Maine

Posted by Hollinger Jobs as of 2/23/15. A+ property and casualty insurance carrier is seeking a Commercial Lines Team Leader/Sr. Underwriter to develop the State of Maine. The Underwriter/Team Leader will be responsible for growing

and building a book of business and oversee the day-to-day management and development of a small underwriting team in the Southern Maine region. Responsibilities include taking a lead position in the execution of company underwriting & marketing strategies, reviewing individual risk opportunities with Underwriters, conducting performance evaluations, and developing agency relationships. The ideal candidate will have a demonstrated ability to build agency relationships and grow a book of business, and will have commercial underwriting experience and experience in Underwriting Management. Base salary to \$85K base including bonus/profit share, full benefits package. Relocation candidates will be considered pending their qualifications. Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

NJ

Posted by Hollinger Jobs as of 2/23/15. A+ property and casualty insurance carrier is seeking a Senior Commercial Underwriter/Team Lead responsible for underwriting new business and developing brokerage relationships nationally. 8-10 years of insurance carrier underwriting, commercial multi line or package account background, standard and/or excess and surplus lines as well as ability to interact positively with the brokerage community. Proven background taking ownership in a book of business as well as any current leadership responsibilities preferred. This is a professional growth position with existing team lead responsibilities. College degree required, CPCU preferred. \$80K - \$110K+ depending upon experience + bonus plan and full benefits package. Please submit your resume in confidence to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or call Jim at 1.732.247-5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(52) REO Production Underwriter (Target \$80K to \$100K plus Participation)

Location Flexible

This very successful underwriting operation with a nationwide reach has great capital and resources. They are well respected for their entrepreneurial business spirit and their many program niches. Their growth has created an

opportunity within their underwriting unit that focuses on Real Estate Owned properties held by financial institutions and investment operations. They are looking for an experienced Production Underwriter with REO underwriting background to help them continue the growth they have experienced. This opportunity has potential to be a remote position and they would like to find an individual with solid technical underwriting background and knowledge of the REO market place. Additional skills will include the ability to work in a collaborative manner and be a self-starter. This operation has a proprietary system that is second to none and produces very high hit ratios. If interested, please contact Rick Mockel at 954.421.0122 or rick@iicuri.com. www.insurancerecruitersusa.com

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

NY

Posted by Hollinger Jobs as of 12/26/14. 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. Email: jrhuttner@hollingerjobs.com or contact at (ofc) 732.247.5656 or (dd) 732.319.0670. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

NYC Downtown

Posted by Hollinger Jobs as of 2/23/15. Our client, an established insurance brokerage firm in NY, seeks a motivated professional to work in an AE role with large middle market accounts with premiums up to \$2M (real estate, manufacturing, financial firms). Position handles day to day account servicing and management, including client interface. Candidates should have 5-10 years of experience in a client servicing role, excellent communication and

relationship building skills, as well as strong technical competencies. This is a friendly team oriented environment. College degree and licenses are preferred. Advanced degree, CPCU, CIC, etc. are a plus. Compensation is flexible, DOE. \$75K - \$95K+ and bonuses. Please submit your resume in confidence to John R. Huttner, President, David J. Hollinger Associates. Email: jrhuttner@hollingerjobs.com or contact at (ofc) 732.247.5656 or (dd) 732.319.0670. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(55) Brokerage / Ocean Marine Claims Examiner (Up to \$75K)

New York City, NY

Posted by Hollinger Jobs as of 2/23/15. Our client, an established and thriving broker with offices in the NYC, seeks an Ocean Marine Claims Examiner 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. 7+ years proficiency in Ocean Marine and Hull and Cargo claims experience including handling marine claims; successfully negotiating settlements; verifying coverage; appropriately setting reserves; and successfully completing investigations. College degree and/or insurance licenses and designations required. Compensation is up to \$70K - \$75K, DOE. Please submit your resume in confidence to Catarina Oliveira Caulfield, Sr. Recruitment Specialist at ccaufield@hollingerjobs.com or 732.247.5656. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or John Huttner, President at jrhuttner@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and WEB.

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

NYC

Posted by Hollinger Jobs as of 2/23/15. This is a fabulous opportunity with a regional broker due to growth within the organization. Join a growing, regional firm with several offices in the US and a strong history of business development. We seek an experienced AE with solid background in fine arts and related fields (auction houses, galleries, museums,

jeweler's block, private collections, etc.). This confidential search requires an experienced P&C broker with a history of leadership and mentoring within their organization, and specific experience in Fine Arts. Position requires flexibility in balancing client interface, technical expertise, troubleshooting, client enrollment and retention. Some travel is expected. Ideally, candidates will have 7-10+ years of experience in brokerage and/or underwriting, including familiarity with Lloyds. This is a collegial, highly professional, fast paced environment where everyone pitches in on accounts. College degree and licenses are expected. Advanced degree, CPCU, CIC, etc. are preferred. Compensation will be dependent upon experience \$70K - \$95K+. Please submit your resume in confidence to Catarina Oliveira Caulfield, Sr. Insurance Recruiter at ccaufield@hollingerjobs.com. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and WEB.

(57) Brokerage - Personal Lines Account Executive (\$70K - \$95K)

NYC

Posted by Hollinger Jobs as of 2/23/15. We seek a Senior Personal Lines Account Executive/Manager for an established brokerage firm in NYC. Candidate will be solely responsible for running an entire book of VIP business, working directly with clients and markets. This role is the face of the company for VIP clients. Only candidates with a strong background and proven experience in VIP personal lines work will be considered, as well as in-depth knowledge of carrier forms, credits, coverages, and ratings. The chosen candidate will be expected to round out accounts, as well as bring in new business. Applicants must be highly independent and reliable. Candidates must have excellent verbal and written communication skills, as well as great organizational skills. Compensation will be dependent upon experience and will range from \$70K - \$95K base plus full benefits package. Please submit your resume in confidence to Catarina Caulfield, Sr. Recruiting Specialist at ccaufield@hollingerjobs.com or call Cat directly at 732.247.5656. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and WEB.

(58) Agency / Commercial Account Manager / Team Leader (\$65K - \$85K)

Northwest New Jersey

Posted by Hollinger Jobs as of 11/24/14. Established regional broker agency firm is seeking a Commercial Account Manager/Team Leader for Northwest New Jersey as an addition to their leadership team. The qualified candidate will have 8-15 years of successful commercial multi lines account management, service/client advisement and leadership experience within a retail agency. The CAM will be involved directly with and not limited to full client service, developing carrier relationships, operations management, oversight of agency management systems and staff supervision, training and development. This position is designed for future professional growth and requires a dynamic, motivated and skilled retail agency professional with excellent organizational, communication and technical abilities, along with strong interpersonal skill sets, looking for a rewarding long term professional opportunity, interested in being a key player in financial growth and development of retail agency operations. Bachelor's degree preferred. P&C license required. \$65K - \$85K base range depending upon experience level including incentives and full benefits package. Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaulfield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(59) Ocean Marine Claims Representative (\$65K - \$75K)

New York City

Posted by Hollinger Jobs as of 2/23/15. A+ property and casualty insurance carrier is seeking an Ocean Marine Claims Representative. The OM Claims Representative will adjust assigned ocean marine claims within delegated limits of authority, conduct timely and thorough investigations, handle subrogation claims, and complete fair and equitable claim settlements in accordance with Claim Handling Guidelines and/or requirements of Principals regarding TPA business that will ensure that services are provided in a fair, equitable and timely manner by performing the following duties. Experience with property coverages as well as recovery preferred. Bachelor's degree preferred but not required. Proven ability to handle marine claims; successfully negotiating settlements; verifying coverage; appropriately setting reserves; successfully completing investigations; and understanding and ensuring compliance with state regulations and the Model Unfair Claims Practices Act. \$65K - \$75K base depending upon experience level, bonus plan, full benefits, 401K, etc. Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at

jrhuttner@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaulfield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(60) Insurance Risk Analyst (\$60K - \$75K)

CT

Posted by Hollinger Jobs as of 2/23/15. Our client, an established and growing corporation with a global presence, is current seeking an Insurance Risk Analyst to join their team as the #3 person in the department for their Fairfield County, CT office. The chosen candidate will be responsible for supporting the Regional Insurance Department Manager with all facets of corporate insurance programs, including but not limited to: manage & oversee certificate of programs, review coverage requests, oversee claims management processes, collect and assess underwriting data for business units, review standard contracts, coordinate surety bond program, manage audit process, etc. This is a junior risk management role, and an excellent opportunity professional growth. All applicants must have 3-6 years' experience in an insurance environment with a solid understanding of insurance coverages, excellent proven insurance quantitative and analytical skills, a minimum of a Bachelor's degree (with concentrations in Accounting, Finance, Risk Management, Insurance, Statistics, Mathematics, Actuarial, etc.), and a fundamental understanding of core accounting and finance principals. Compensation will be dependent upon experience, \$60K - \$75K+ plus full benefits package. Please submit your resume in confidence to Catarina Caulfield, Sr. Recruiting Specialist at ccaulfield@hollingerjobs.com or call Cat directly at 732.247.5656. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and WEB.

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

NYC

Posted by Hollinger Jobs as of 2/23/15. Our client, an established and thriving broker with offices in the NYC, seeks an Ocean Marine Cargo Account Executive. The chosen candidate should have 7+ years proficiency in Ocean Marine, Hull, Cargo mid-size account management experience, including servicing of new and renewal business. College degree and/or insurance licenses and designations required. Compensation is up to \$75K, DOE. Please submit your resume in

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

(62) Carrier - Underwriter Special / Alternative Risk (\$55K - \$66K)

Northeastern OH

Posted by Hollinger Jobs as of 2/23/15. Our client, a well-established and financially sound P&C insurance carrier is seeking a Special/Alternative Risk Underwriter to join their Northeastern OH location. The chosen candidate will be responsible for managing a book of special risk business, evaluate risk, determine pricing, uphold compliance, as well as, maintain industry relationships. The ideal candidate will have a proven commercial lines underwriting background, with at least 3 years' experience as a Commercial Underwriter. Experience with transportation, towing and workers compensation is a plus. Applicants must have at least a 4-year college degree to be considered, industry designations a plus. Compensation will be dependent upon experience, ranging from \$55K - \$66K+ plus bonus and full benefits package. No relocation assistance will be provided for this opportunity. Please submit your resume in confidence to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or call Jim at 1.732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(63) Account Manager - Small Commercial (\$55K - \$65K)

Nassau County

Posted by Hollinger Jobs as of 12/26/14. Our client, a well-established regional brokerage operation, is seeking an Account Manager to join their Nassau County office and service small multi-line commercial accounts. This position is designed for a candidate with a proven background in servicing a broad spectrum of small accounts. P&C license is required, 4-year college degree preferred. Compensation will be dependent upon experience \$55K - \$65K plus benefits. Please submit your resume in confidence to Catarina Caulfield, Sr. Recruiting Specialist at ccaufield@hollingerjobs.com or call Cat directly at 732.247.5656. Additionally, you may reach out to James A.

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

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

Manhattan

Posted by Hollinger Jobs as of 2/23/15. Our client, an established and profitable retail brokerage is seeking a Sr. Personal Lines Account Executive to service and market new and renewal business. VIP account background desirable. The chosen candidate will have at least 7 years' experience servicing a book of consequential Personal Lines business (including VIP, Fine Arts, Jewelers, etc.). College degree and P&C license required. Sagitta or AMS experience preferred. Compensation will be dependent upon experience, \$50K - \$75K plus full benefits package. Please submit your resume in confidence to Catarina Caulfield, Sr. Recruiting Specialist at ccaufield@hollingerjobs.com or call Cat directly at 732.247.5656. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and WEB.

(65) Associate Account Executive – Entertainment (\$50K - \$65K)

Manhattan

Posted by Hollinger Jobs as of 2/23/15. Our client, a retail brokerage firm with a strong history of developing successful and profitable business is seeking an Associate Account Executive to service and market a book of Entertainment business in addition to supporting other Account Executives on larger accounts. The qualified candidate will have at least 4-10 years' experience servicing commercial lines accounts, preferably with some experience handling entertainment business. College degree required. P&C license required. Compensation will be dependent upon experience, \$50K - \$65K plus full benefits package. Please submit your resume in confidence to Catarina Caulfield, Sr. Recruiting Specialist at ccaufield@hollingerjobs.com or call Cat directly at 732.247.5656. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com. Hollinger is a member of: the

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

(66) Commercial Lines Underwriter (\$50K - \$65K)

Albany County

Posted by Hollinger Jobs as of 12/26/14. A+ property and casualty insurance company is seeking an addition to staff, a Commercial Lines Underwriter to join their Albany County, NY office. The qualified candidate will possess 5+ years of commercial multi-line or package underwriting experience. Candidates with strong property and worker's compensation experience are preferred. Applicants must possess a 4-year college degree and industry designations are preferred. This is an exciting opportunity for insurance professionals who are looking for new challenges with a company that offers professional growth and stability. Compensation will be dependent upon experience \$50K - \$65K plus benefits package. Please submit your resume in confidence to Catarina Caulfield, Sr. Recruiting Specialist at ccaulfield@hollingerjobs.com or call Cat directly at 732.247.5656. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and WEB.

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

Manhattan

Posted by Hollinger Jobs as of 2/23/15. Our client, a well-established large brokerage firm is seeking a Commercial Lines CSR/Account Manager for their NYC office. The qualified candidate will have 5+ years' experience in a retail brokerage environment and a proven background servicing commercial accounts, with a good understanding of property accounts. This is an excellent growth opportunity for someone looking to make the next step in their insurance career. College degree and P&C license required, industry designations a plus. Compensation will be dependent upon experience, \$50K - \$60K plus benefits. Please submit your resume in confidence to Catarina Caulfield, Sr. Recruiting Specialist at ccaulfield@hollingerjobs.com or call Cat directly at 732.247.5656. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com. Hollinger is a member of: the National

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

(68) MGA Underwriter / Broker - Professional Liability (\$40K - \$60K)

Northern New Jersey / Essex County

Posted by Hollinger Jobs as of 2/23/15. Established wholesale brokerage/MGA facility with a national platform is seeking, due to organic growth, an Underwriter/Broker for Professional Liability to add to staff. This position is being created due to the expanding Lawyers Professional Liability Program, as well as supporting lines of professional liability business including EPLI and Cyber. Existing Programs are well established. Responsible for new business production and service. Requirements: 2-5 years of underwriting or brokerage with Lawyers Professional or other Professional Liability coverages. College degree and licenses required. Insurance designations, i.e. CPCU, RPLU, CIC, etc. highly recommended. This position is designed for a motivated, career minded professional seeking both financial and professional growth advancement. Ability to work in a fast paced and dynamic environment with an emphasis on customer service. \$40K - \$60K base depending upon experience level, including bonus, full benefits package, 401K. Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(69) Underwriting Assistant (\$40K - \$55K)

RI

Posted by Hollinger Jobs as of 2/23/15. Our client, a well-established and growing brokerage firm, is seeking an Underwriting Assistant to join their Rhode Island location. The chosen candidate will be charged with servicing an existing book of middle-market commercial lines package business. In addition to servicing commercial accounts, responsibilities will include maintaining policy accuracy, managing files, assist in proposal preparation, and working closely with Underwriters. The ideal candidate will possess 2-5 years' experience in a wholesale or carrier environment, marketing and underwriting accounts. A 4-year college degree is required, and a P&C license is preferred. Compensation will be dependent upon experience, \$40K - \$55K plus full benefits package. Please submit your resume in confidence to Catarina Caulfield, Sr. Recruiting Specialist at ccaufield@hollingerjobs.com or call Cat

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

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

Posted by Hollinger Jobs as of 2/23/15. Large and financially successful retail brokerage firm is seeking an Assistant Commercial Account Executive responsible for servicing multi line commercial accounts, marketing, underwriting, servicing, renewal negotiation, risk analysis, consulting, problem resolution, reviewing and rating. Qualifications include 1-5 years of commercial multi line account management with a retail brokerage firm. P&C license required. College degree required. Experience with Sagitta or AMS 360 preferred. Strong customer service and computer skills required. \$40K - \$50K base including full benefits package/incentives. Please submit your resume in confidence to Catarina Caulfield, Sr. Recruiting Specialist at ccaufield@hollingerjobs.com or call Cat directly at 732.247.5656. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and WEB.

(71) Brokerage – Account Managers (\$40K - \$50K)

New York, NY

Posted by Hollinger Jobs as of 12/10/14. Growing NY broker with fast paced, friendly environment seeks two or more Account Manager/Junior AE candidates to work with their large commercial accounts. Candidates must have 5+ years' experience in commercial lines, good attention to detail, and a clear commitment to supporting the client base, AEs and Producers. Ideal candidate background is both computer literate and knowledgeable in the various agency management systems. Knowledge of marketing a plus. College degree and/or insurance designation are expected. Compensation will be up to \$40K - \$50K, DOE. Please submit your resume in confidence to John R. Huttner, President, David J. Hollinger Associates. Email: jrhuttner@hollingerjobs.com or contact at (ofc) 732.247.5656 or (dd) 732.319.0670. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaufield@hollingerjobs.com. Hollinger

is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(72) Brokerage Account Manager / CSR - Commercial Lines (\$40K - \$50K)

Philadelphia, PA

Posted by Hollinger Jobs as of 2/23/15. Our client, an established broker with offices in the Philadelphia area, seeks Customer Service Representative/Assistant Account Manager for day to day servicing of mid-sized commercial lines business including new and renewal business. Ideal candidates should have a broad range of commercial accounts experience (both sizes and industries), in addition to excellent customer service skill sets, and strong communication, organizational and analytical skills. This is a small, friendly team, and everyone works together for maximum results. College degree and licenses are expected. College degree and/or insurance licenses and designations required. Compensation will be a base of \$40K - \$50K DOE, plus benefits. Please submit your resume in confidence to Catarina Oliveira Caulfield, Sr. Recruitment Specialist at ccaufield@hollingerjobs.com or 732.247.5656. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or John Huttner, President at jrhuttner@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and WEB.

DIRECT JOB POSTINGS

(73) Arch Insurance Group Inc.

Underwriting Assistant, E&S Casualty

Alpharetta, GA

As of February 24, 2015

Description: The Underwriting Assistant will assist Underwriters with the pre-bind and post-bind underwriting process. Responsibilities include but are not limited to: Reviewing incoming submissions for completeness; reviewing policies for accuracy; creating and updating spreadsheet reports; processing new business submissions with proprietary software; loss control tracking; corresponding with brokers at Underwriter's request; providing documents to other

company departments and business affiliates as requested; filing, printing and setting up files; electronic copying and scanning; calendar items for follow-up in Outlook; and other responsibilities as assigned.

Requirements: The ideal candidate is a self-motivated individual with a college degree in finance or business, or equivalent work experience in the Insurance Industry preferred. Proficiency with MS Word, Excel and Outlook are a must.

Arch offer great benefits with paid time off, paid holidays, pension, 401(K) matching plan, employee stock purchase program, tuition assistance and much more. Qualified candidates, please apply online at <https://careers-archinsurance.icims.com/jobs/1068/underwriting-assistant%2c-e%26s-casualty/job>

(74) Arch Insurance Group Inc.

Vice President, Global Property

San Francisco, CA

As of February 23, 2015

Description: The Vice President, Global Property will provide assistance in the development of the firm's property insurance business for US domiciled accounts. He/She will underwrite, maintain and grow a book of business in the Global Property specialty. The candidate will develop and maintain client/broker relationships, evaluate and prioritize submissions, analyze exposure, coverage and contract language, formulate structure and determine pricing and negotiate the final property insurance product. Responsibilities will also include preparing and delivering presentations to clients and brokers. The VP will assist in the development of junior level Underwriters.

Requirements: The ideal candidate is a self-motivated individual with at least 10 years of property underwriting experience handling large and medium property accounts. Bachelor's degree preferred. Professional designations, particularly CPCU & ARM preferred.

Arch offer great benefits with paid time off, paid holidays, pension, 401(K) matching plan, employee stock purchase program, tuition assistance and much more. Qualified candidates please apply online at <https://careers-archinsurance.icims.com/jobs/1079/vice-president%2c-global-property/job>

(75) Freedom Specialty (A Nationwide Company)**Senior D&O / Mgmt Liability Underwriter - Commercial Group****New York, NY**

As of February 17, 2015

Description: As the highest, non-management level Underwriter, responsible for assessing a company's risk profile and determines/negotiates the appropriate pricing, coverage, terms and conditions by independently analyzing a company's financial statements, operations, management, industry and other information for highly complex D&O pricing. Including, but not limited to the company's viability, issues, governance, regulatory environment and experience. Achieves team production and loss ratio goals within assigned territory by reviewing and analyzing claims, loss history and taking appropriate action on individual accounts. The Underwriter works independently developing recommendations and applying judgment based on the financial analysis. Establishes and maintains effective relationships with brokers in order to generate premium dollars and profitably. Territory assignments are highly complex in nature concerning coverage and agent/broker relationships. Conducts research, development and presentation of new programs, forms and manuals. Responsible for determining appropriate reinsurance placement, if any, on individual accounts. Responsible for the training and mentoring of underwriting team members. Responsible for all management and marketing of that territory. REPORTING RELATIONSHIPS: Reports to Director/AVP. DUTIES & RESPONSIBILITIES: Responsible for assessing a company's risk profile and determines/negotiates the appropriate pricing, coverage, terms and conditions by analyzing a company's financial statements / operations / management / industry and other information. Including, but not limited to the company's viability, issues, governance, regulatory environment and experience. The Underwriter analyzes, with a high level of technical expertise, exposures to loss, develops an adequate premium charge for the exposure, and determines appropriate endorsements and exclusions to address loss exposures for the insurance contract. Within department guidelines, places reinsurance, if any, for the account; Achieves team production and loss ratio goals within assigned territory through sound territory management and marketing. Works with more complex issues concerning coverage with agents and brokers. The Underwriter continually analyzes premium and loss results in their territory by agency, state, major class of industry and by line of business. Performs file audits of individual risks for compliance with company guidelines, state regulations and reinsurance conditions. Development and implementation of specific action plans may be required; Handles highly complex policy maintenance items and other mid-term requests. Reviews endorsement requests and processes

necessary changes to the policy. Follows up on outstanding information as required. Reviews claim activity and takes appropriate action; Independently establishes and maintains effective relationships with brokers in order to generate premium dollars and profitably. Travels to broker offices as required for marketing visits. Frequently entertains brokers to market services and ensure strong relationship to write business. Meetings typically include CFOs, CEOs of client organizations and several Underwriters from other organizations; Leads underwriting meetings with brokers, clients, and other Underwriters. The CFO/CEO provides information. Underwriter clarifies and questions information provided by the client to appropriately assess the risk. Handles highly complex accounts and those that which potentially require higher limits of liability; Places reinsurance per department guidelines based upon the appropriate use of all reinsurance facilities used by the department, including various treaties, semi-automatic and facultative reinsurance. Maintains good working relationship with reinsures; Trains and mentors other Underwriters. May have Underwriting Assistants reporting to this position indirectly; Other responsibilities include complex program research and development, form development, rate development, specials projects, technical assistance to complex and highly technical brokers, as well as Underwriting Assistants, and other Underwriters; Performs other duties as assigned.

Requirements: Education: Undergraduate studies with focus in Finance, Accounting Economics, and/or Risk Management. Degree: Masters level degree preferred. License/Certification: N/A. Experience: Typically 3 or more years' related experience as a D&O and/or E&O Underwriter. Ability to set work priorities in all aspects of multi-line underwriting support and rating. Some experience in the technical aspects of data management, imaging and procedures and processes helpful. Knowledge: In-depth knowledge of lines underwriting policies, practices and procedures, insurance law and underwriting marketing principles and techniques. In-depth knowledge of financial statements, financial analysis, investments, market conditions essential. Legal knowledge related to insurance, contract and business law preferred. Skills/ Competencies: Ability to communicate highly complex underwriting concepts required. Ability to communicate persuasively and effectively, verbally, and in writing, interpersonally with individuals at various levels and groups via telephone, fax, e-mail and in person. Demonstrates advanced negotiation skills and highly effective ability to persuade. Ability to analyze highly complex insurance risks to determine acceptability including policy language, various commercial rating plans and methodologies, reinsurance. Thorough knowledge of job related computer software. Ability to devise business solutions to highly complex problems, implements the most appropriate, and monitor its effectiveness. Ability to make decisions without supervision. Values: Regularly and consistently demonstrates the Nationwide Values and Guiding Behaviors. JOB CONDITIONS: Working Conditions: Normal office environment. Ability to travel locally and overnight for client meetings as needed.

Applicants can apply directly to their website with Reference Job ID # 27217:

<https://www.scottsdaleins.com/public/careers/index.jsp>

(76) Frenkel & Company

Senior Account Executive – Private Client Services

Jersey City, NJ

As of February 24, 2015

Description: You will be responsible for managing, retaining and growing a diverse book of high net worth personal lines business through providing exceptional and innovative customer service and facilitating relationships between our firm, the carrier and clients. CUSTOMER SERVICE FUNCTIONS: Manage day to day account transactions including additions/deletions of vehicles, property acquisitions, exposure changes, contract reviews, coverage analysis and program recommendations with intensive client interaction. Manage the account life cycle: pre-renewal, renewal, post renewal, stewardship and visiting client as needed. Gather renewal exposure information from the client and loss data from past carriers. Prepare coverage submissions for underwriters. Identify and prioritize the client's expectations. Respond to client inquires in a timely matter. Provide insurance coverage education to clients.

Requirements: QUALIFICATIONS: 8+ years' brokerage experience. Knowledge of the insurance carriers, i.e. ACE, AIG, Chubb, Fireman's Fund, Hartford, PURE, Travelers, etc.

Contact Adam Glick at 212.488.0390 or aglick@frenkel.com

(77) OneBeacon Insurance Group

Claims Quality Control Specialist

Minnetonka, MN

As of February 23, 2015

Description: We currently have an opportunity for a Claims Quality Control Specialist to join our Claims team in the Minnetonka, MN or Denver, CO office. This position, under limited supervision, will perform various auditing and

compliance functions to ensure departmental and regulatory requirements are met. The Claims Quality Control Specialist will be responsible for managing workers' compensation regulatory and operational compliance activities. In addition, to coordinating with the claims department and claim operations on any jurisdictional, organizational, or system updates.

Requirements: Associates or Bachelor's degree or equivalent experience required. The ideal candidate will have 5 or more years of claims experience, with 3+ years of Workers' Compensation regulatory experience.

For a complete job description, please visit www.onebeacon.com/careers. Refer to Job ID# 211BR. Contact Pamela Poccio at 781.332.7109 or ptpoccio@onebeacon.com

(78) OneBeacon Insurance Group

Underwriter, Environmental

Alpharetta, GA

As of February 23, 2015

Description: We are currently seeking an Underwriter to join our OneBeacon Environmental Insurance group in Alpharetta, GA. Under technical supervision, within specific, limited underwriting authority, this position underwrites risk regarding selection and rejection of renewal and/or new environmental 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. Recommends and implements action plans for improvement of underwriting results for assigned Producers.

Requirements: The ideal candidate will have 2-3 years of environmental underwriting or underwriting support experience. Bachelor's degree preferred.

For a complete job description, please visit www.onebeacon.com/careers. Refer to Job ID# 213BR. Contact Pamela Poccio at 781.332.7109 or ptpoccio@onebeacon.com