

WHO'S HIRING? 65 P&C Open Jobs are posted here from BWD Group; Freedom Specialty; OneBeacon, 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 #61

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?

- BWD Group
- Freedom Specialty
- OneBeacon Insurance Group

WHICH RECRUITERS ARE POSTING JOBS?

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

65 JOB POSTINGS for end – April 2015

ADVISEN'S EXECUTIVE SEARCH DIRECTORY

David J. Hollinger Associates, Inc., Hollinger Jobs

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

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Ray Crowley at 954.421.0122 or ray@iicuri.com

Rick Mockel at 954.421.0122 or rick@iicuri.com

INSURANCE RECRUITING POSITIONS

(1) Business Opportunity

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 Account Executive – Entertainment

New York City

Posted by Hollinger Jobs as of 4/27/15. Our client, a large retail brokerage firm, is seeking a Commercial Account Executive to service and act as client adviser for an existing book of Commercial Lines Entertainment business. The qualified candidate should have a proven background in servicing multi-line commercial accounts including entertainment business. The ideal candidate should have 5 to 10 years' experience in a retail brokerage environment,

and should have serviced, marketed, and rounded out accounts. Candidate should have experience with Sagitta and/or AMS 360 systems. A 4-year college degree is expected, industry designations a plus. Compensation will be dependent upon experience, \$60K - \$75K plus full benefits package. Please submit resume 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) 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 resume 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.

(4) Excess Casualty Underwriter

New York City

Posted by Hollinger Jobs as of 4/27/15. A+ property and casualty insurance carrier in strong financial standing is seeking a Senior Level Excess Casualty Underwriter. The appropriate candidate will have 5-15 years of direct excess and surplus lines commercial underwriting (GL, Auto, Umbrella), as well as a proven track record developing and

establishing wholesale brokerage relationships. Responsible for underwriting a profitable book of excess business. College degree preferred. Insurance designations a plus and highly preferred. Exact job title dependent upon level of experience. \$125K - \$190K depending upon experience level, bonus, full benefits package. Candidates commutable to Westchester County/Fairfield County, CT. Please submit resume 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.

(5) 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. It has the appetite and capital to acquire well run MGA's on a national perspective in the commercial lines business. The ideal candidate 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

(6) Regional Manager – Latin America (To \$250K ++)

International P&C insurance company seeks executive to open up Latin America for them. This person will be responsible for penetrating new markets, developing partner opportunities and joint ventures. The job requires solid background in the territory and strong comfort with the culture and language. The ideal candidate will have traveled much of the region already. This is a business management opportunity and this person will build the team. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com. www.insurancerecruitersusa.com

(7) Home Office WC Product Line Manager (To Low \$200K's)

New York, NY

This highly rated global carrier has an opportunity within their Home Office for a knowledgeable business-minded WC professional to manage their WC Product Line. The ideal candidate will be responsible for the management and coordination of the WC book of business with their various divisions and profit centers. The position will be heavily involved with design and development, data analysis, competitor analysis, pricing and regulatory management. The

ideal candidate must have influence management skills along with technical expertise. The ability to work across department lines with divisional and profit center leaders, home office leadership and liaison with NCCI and state bureaus will be important. If you meet these qualities or desire additional information, please contact Rick Mockel at 954.421.0122 or rick@iicuri.com. www.insurancerecruitersusa.com

(8) Human Resources Executive (\$200K + Participation)

Florida

This is a small, publicly traded P&C service firm that has a number of exciting dimensions that make up the holding company. It has a very strong capital position and is growing organically through acquisitions. This position will be a key part of the leadership team. The ideal candidate will have diverse HR experience to include onboarding staff (acquisitions), synergizing diverse groups – E.B's, payroll, HRIS; a strong generalist. Experience in a fast paced, acquisition-oriented environment will be helpful for the ideal candidate to take full advantage of this opportunity. This firm has approximately 700 ± employees, multiple locations and does business in most states. Insurance experience would be helpful, but not necessary. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com. www.insurancerecruitersusa.com

(9) Reps & Warranties / Mergers & Acquisitions (\$200K + Strong Bonus)

NY

This is an opportunity for an executive to join this exclusive team in the M&A space. The ideal candidate could have insurance, finance or legal background to be involved in complex transactions. This position will be part of the nucleus of the firm. The ideal candidate will review, evaluate and articulate conclusions regarding the breath of the representations & warranties and adequacy of due diligence. The ideal candidate will also handle the review and analysis of relevant financial statements, purchase and sales agreements, due diligence materials and additional related documents pertinent to the submission. In addition, the ideal candidate will interview and evaluate deal team members involved. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com. www.insurancerecruitersusa.com

(10) 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 Senior 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 also included in the employment package. Please submit resume 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

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

East

Posted by Hollinger Jobs as of 4/27/15. 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. The ideal candidate will also 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 resume to Jim Lieberman, EVP 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.

(12) 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 a 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

(13) 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

(14) 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 dominant player in some other geographic areas of the country but is underrepresented in the Northeast. The position can work remotely if that is an advantage to the individual. The ideal candidate will have a familiarity with customers in the public entity sector in the Northeast. The ideal candidate 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

(15) Senior Underwriter / Manager – Inland Marine (Up to \$150K)

New York City

Posted by Hollinger Jobs as of 4/27/15. A+ property and casualty insurance carrier writing commercial, professional and specialty lines is seeking an addition to staff, a Senior Underwriter/Manager for Inland Marine Underwriting. Responsible for underwriting inland marine business with a niche in construction and builders risk. Develop large and global brokerage relationships. The appropriate candidate will have 5-10 years of direct inland marine underwriting- including construction and builder's risk, proven technical and analytical skill sets along with a proven background developing brokerage relationships. This position is for a motivated career-minded and dedicated marine underwriting professional looking to take on new challenges and opportunities. NYC or North Jersey location. \$150K base salary depending upon experience level, full benefits and bonus plan. Please submit resume in confidence to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(16) Senior Underwriter / Manager – Ocean / Cargo Marine (Up to \$150K)

New York City

Posted by Hollinger Jobs as of 4/27/15. A+ property and casualty insurance carrier writing commercial, professional and specialty lines is seeking a Senior Underwriter/Line Manager for Ocean Cargo Marine. Responsible for overseeing an existing \$20M book of Ocean Marine Business as well as develop new ocean marine accounts. Develop established retail brokerage relationships with large and global brokers. Proven track record of underwriting ocean cargo marine accounts and business development with the retail brokerage community. 5-10 years' direct experience. College degree and designations preferred but not required. This position requires a technically sound, analytical business development Underwriter seeking professional growth, new challenges and additional responsibilities. Compensation to \$150K base range depending upon experience level, bonus and full benefits package. Position can be placed in NYC or Northern New Jersey. Please submit resume in confidence to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(17) Branch Manager (\$140 - 170K + Bonus)

Charlotte / Nashville / Indianapolis

Multinational specialty company with a long history of success seeks field underwriting professional to open up a new territory. This company has an AM Best rating of A. It is looking for someone with strong marketing track record and enjoys building a book of business. This will involve calling on retail brokers and wholesalers in the region. This is a multi-million dollar firm that is going through an expansion and opening several new territories. This person will hire and build a team in the medium term.. The company writes both primary and excess as well as non-admitted surplus lines. The target business is property including engineered risk, casualty lines, marine and professional liability. The market segments include construction, energy, environmental, financial lines, public entity, distributors and agriculture. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com.
www.insurancerecruitersusa.com

(18) Branch Manager (\$140K - \$170K + Bonus)

Seattle / Portland

Multinational specialty company with a long history of success seeks field underwriting professional to open up a new territory. This company has an AM Best rating of A. They are looking for someone with strong marketing track record and enjoys building a book of business. This will involve calling on retail brokers and wholesalers in the region. This is a multi-million dollar firm that is going through an expansion and opening several new territories. This person will hire and build a team in the medium term.. They write both primary and excess as well as non-admitted surplus lines. The target business is property including engineered risk, casualty lines, marine and professional liability. The market segments include construction, energy, environmental, financial lines, public entity, distributors and agriculture. For more information, please contact Rick Mockel at 954.421.0122 or rick@iicuri.com. www.insurancerecruitersusa.com

(19) Medical Malpractice Attorney (To \$135K)

New York, NY

This growing risk manager/claims administrator is seeking a talented professional liability/medical malpractice Attorney for their New York Branch. The ideal candidate is someone familiar with all facets of claims function from investigation to litigation. They will select council, work with witnesses and manage the entire claim process. Carrier experience is preferred, but will consider private practice. The position is due to expansion and cases will be of varied complexities. Must be a team player and with pleasing personality. If you want to learn more about this position, please contact Rick Mockel at 954.421.0122 or rick@iicuri.com. www.insurancerecruiterusa.com

(20) Senior Excess Casualty Underwriter (\$125K - \$190K)

Southern CT / NYC Region

Posted by Hollinger Jobs as of 4/27/15. A+ property and casualty insurance carrier in strong financial standing is seeking a Senior Level Excess Casualty Underwriter. The appropriate candidate will have 5 to 15 years of direct excess and surplus lines commercial underwriting (GL, Auto, Umbrella), as well as a proven track record developing and establishing wholesale brokerage relationships. Responsible for underwriting a profitable book of excess business. College degree preferred. Insurance designations a plus and highly preferred. Exact job title dependent upon level of experience. \$125K - \$190K depending upon experience level, bonus, full benefits package. Candidates commutable to Westchester County/Fairfield County, CT. Please submit resume 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.

(21) 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. The ideal candidate 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. The ideal candidate will be the representation for this segment, reporting to the executive that runs this division, who is not in Atlanta. The ideal candidate 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

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

New York City

Posted by Hollinger Jobs as of 4/27/15. 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 to 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 resume 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.

(23) Commercial Underwriting Team Leader (\$120K +)

Northern New Jersey

Posted by Hollinger Jobs as of 4/27/15. A+ property and casualty insurance carrier is seeking a Commercial Underwriting Team Leader. The appropriate candidate will be responsible for underwriting and marketing small to mid-size commercial accounts (property and casualty). Experience with habitation, products, real estate, mercantile required. Experience developing relationships with the brokerage community including wholesale brokers and having an excess and surplus lines background required. In addition to underwriting and marketing, the Team Leader will be responsible for overseeing a group of 2 to 3 underwriters and their contributions to underwriting profitable business and establishing brokerage and MGA relationships. Bachelor’s degree required. Designations a strong recommendation. Proven PC and technical skill sets and ability to present to brokers and senior management. P&C carrier underwriting required and will consider underwriters with 10 to 15 years direct experience. \$120K+ base including bonus and full benefits package. Please submit resume 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.

(24) Management Liability / Underwriting Manager / Program Manager (\$120K)

NY / PA / CT

This is an exciting expanding MGA operation that is part of a global brand. This position will manage the portfolio of D&O, EPLI, Fiduciary Liability and Crime for this dynamic firm. The ideal candidate will oversee two underwriters and interact with distribution partners on a national basis. The ideal candidate will have underwriting experience in the

product lines and be interested in working in a collaborative environment. This position will join a well-recognized team that is successful and has much more track to run on. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com. www.insurancerecruitersusa.com

(25) Senior Underwriter / Leader - Commercial Lines (To \$120K)

Northern NJ

Posted by Hollinger Jobs as of 4/27/15. A+ national property and casualty insurance carrier is seeking a Senior Underwriter/Leader for Commercial Property. The qualified candidate should have general liability underwriting experience and must have 10 years minimum commercial property or package underwriting, standard or specialty carrier background, and proven experience developing brokerage and MGA relationships. Additionally, the Senior Underwriter/Leader will also be responsible for training underwriters on commercial property coverages. Strong technical, analytical and business development expertise required. Bachelor's degree required. Insurance designations a plus. Compensation to \$120K base salary, including bonus and full benefits package. Please submit resume in confidence to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(26) Monoline Pollution Underwriter (\$100K - \$150K)

Northern NJ

Posted by Hollinger Jobs as of 4/27/15. A+ property and casualty insurance carrier continuing to develop and expand various niche areas is seeking a Monoline Pollution Underwriter to write new business. As part of their Casualty Environmental Division, the MP Underwriter will be responsible for underwriting new business involving products pollution, monoline casualty, monoline site coverage, etc. through the development of retail and wholesale brokerage channels. 4 to 10 years of direct monoline pollution underwriting expertise and proven background developing agency relationships. College degree preferred. Compensation \$100K - \$150K including full benefits and bonus plan. Please submit resume 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.

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

New York City, NY

Posted by Hollinger Jobs as of 4/27/15. 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 ccaulfield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

Northeast

Posted by Hollinger Jobs as of 4/27/15. 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 day to day workers compensation claims operations including but not limited to claims handling procedures, training and development of workers compensation claims staff, overseeing claims audits and more. There are no direct WC file handling responsibilities. 10-15 years experience handling workers compensation claims including claims management and leadership expertise within the property and casualty insurance carrier environment. Candidate with a mix of both carrier and TPA experience will be considered. Strong knowledge of rules and regulations governing workers compensation claims. 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 resume 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.

(29) 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 is responsible 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

(30) General Liability Claims Specialist (To \$100K)

Westchester County, NY

This successful service organization specializes in medical-related care facilities which include hospitals, nursing homes, long term care facilities and social service agencies. It provides risk management services, property and casualty insurance programs and claim services to these operations. The quality of its professional service has brought on additional facilities and as such it is expanding its claims operation and is currently seeking an experienced general liability claims profession to join the staff. The ideal candidate would have a strong technical skill set and would be organized, accustomed to deadlines, works well with to do lists and enjoys working in a friendly collaborative team environment. If you fit this description and are interested in learning more, please contact Rick Mockel at 954.421.0122 or rick@iicuri.com. www.insurancerecruiterusa.com

(31) Management Liability Underwriter (To \$100K plus Bonus Participation)

Atlanta / Chicago

This globally recognized specialty company is expanding its operation due to exceptional growth and has an opportunity for a Management Liability Underwriter either in their Atlanta or Chicago office. The position requires a skilled professional lines Underwriter that is also a relationship builder. Business will be predominately private company and non-profit including D&O, Employment Practices, Fiduciary, Liability, Crime and Employed Lawyers

Liability. The ideal candidate must be an entrepreneurial-minded Underwriter with strong business acumen and be a collaborative team player. A solid understanding of the perils, hazards and exposures faced by these entities is important as well as the desire to excel with distribution relationships. For more information, please contact Rick Mockel at 954.421.0122 or rick@iicuri.com. www.insurancerecruitersusa.com

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

New York City

Posted by Hollinger Jobs as of 4/27/15. 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 a diverse and dynamic work environment. \$70K - \$100K base range depending upon experience level including full benefits package. Please submit resume 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 Commercial Account Executive (\$90K - \$110K)

NYC

Posted by Hollinger Jobs as of 4/27/15. 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 more than 10 years of experience in retail brokerage commercial account management, with a strong niche servicing and working with larger construction firms. College degree preferred. License required. Compensation will be dependent upon experience, \$90K - \$110K+ including incentives/benefits package. Please submit your resume in confidence to Catarina Caulfield, Sr. Recruiting Specialist at ccaulfield@hollingerjobs.com or call Cat directly at 732.247.5656. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or John R. Huttner, President, David J. Hollinger Associates at

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

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

NYC

Posted by Hollinger Jobs as of 4/27/15. 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 to 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.

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

Southern Maine

Posted by Hollinger Jobs as of 4/27/15. 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 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 and underwriting management experience. Base salary to \$85K including bonus/profit share, full benefits package. Relocation candidates will be considered pending their qualifications. Please submit resume 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.

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

NJ

Posted by Hollinger Jobs as of 4/27/15. 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 the 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 ccaulfield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(37) 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, candidate should have more than 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 ccaulfield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

NYC Downtown

Posted by Hollinger Jobs as of 4/27/15. 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 to 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 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) Brokerage / Ocean Marine Claims Examiner (Up to \$75K)

New York City, NY

Posted by Hollinger Jobs as of 4/27/15. 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 and/or requirements of principals regarding TPA business, including reserving and payment practices, resource management, regulatory requirements and Fair Claims Practices Acts. More than 7 years proficiency in Ocean Marine, 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 ccaulfield@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.

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

NYC

Posted by Hollinger Jobs as of 4/27/15. This is a great opportunity to work with a regional broker with the position that will allow the ideal candidate to grow with 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 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, candidate will have 7 to 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.

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

NYC

Posted by Hollinger Jobs as of 4/27/15. A Senior Personal Lines Account Executive/Manager position for an established brokerage firm in NYC is open. 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 candidate with strong background and proven experience in VIP personal lines work will be considered. The candidate must also have 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. Candidate 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 ccaulfield@hollingerjobs.com or call Cat directly at 732.247.5656. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS and WEB.

(42) Middle Market Production Underwriter (\$70K to \$90K + Bonus + Car)

Michigan

This highly regarded insurance group, with an exceptional AM Best rating, is seeking a market knowledgeable Commercial Middle Market Production Underwriter for a remote opportunity that will be responsible for developing the Michigan Territory. The group has recently established itself in the market and because of continued growth, it is seeking a skilled Production Underwriter to build upon relationships established and be the boots on the ground in the State of Michigan. This is a growing operation that has been very profitable. The group is entrepreneurial in nature and wants a business-minded professional that is self-motivated, capable of working both independently and collaboratively with their regional and home office teams. This is an opportunity to build and own a territory and be part of an outstanding operation. If interested, please call Rick Mockel at 954.421.0122 or rick@iicuri.com. www.insurancerecruiterusa.com

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

Philadelphia PA Region

Posted by Hollinger Jobs as of 4/27/15. Our client, an established & thriving brokerage firm, is seeking a broker AE with real estate experience. The ideal candidates will have more than 5 years of demonstrated customer service-related experience, preferably in real estate accounts. This role is part of a team managing a portfolio of insurance for commercial real estate business which include both individual retail and program-driven accounts. Core duties involve servicing, marketing and placement of accounts. This is an excellent working environment with a collegial team. Broker's license is expected, BA is preferred, MBA, and CPCU, etc. are a plus. Compensation is up \$65K - \$80K+, DOE.

Please submit your resume in confidence to John R. Huttner, President, David J. Hollinger Associates Inc. at jrhuttner@hollingersjobs.com, or you may contact John Huttner at 1.732.247.5656. Additionally you may reach out to Catarina Oliveira Caulfield, Sr. Insurance Recruiter at ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, the Society of Human Resource Management, and the Worldwide Employee Benefits Association.

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

New York City

Posted by Hollinger Jobs as of 4/27/15. 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 and handle subrogation claims. The appropriate candidate will also 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. Experience in property coverages as well as recovery preferred. Bachelor's degree preferred but not required. The candidate must have proven ability to handle marine claims, negotiate settlements and verify coverage. The position requires someone who can appropriately set reserves, complete investigations and ensure 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 resume 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.

(45) Underwriting Assistant - Excess Property (\$65K - \$75K)

New York City

Posted by Hollinger Jobs as of 4/27/15. A+ property and casualty insurance carrier, due to current and projected growth, is seeking a qualified Underwriting Assistant for the Excess Property Division. The qualified candidate will be responsible for providing support and assistance to an underwriting staff with responsibilities including collection of data, organizing files and reports, performing administrative and customer service duties regarding new and renewal property accounts that will assist in ensuring that the underwriting process is being handled efficiently and accurately. In addition, the qualified candidate must be proficient with Excel and have business experience in conducting Internet

searches. Strong background in providing timely and professional customer service, internally and externally is an advantage. College degree is preferred but not required. Minimum 3 years of customer service experience and knowledge of insurance company operations including knowledge of commercial property coverages. \$65K - \$75K including bonus and full benefits package. Please submit resume 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.

(46) Commercial Account Manager (To \$65K)

Newburyport / Portsmouth Region

Posted by Hollinger Jobs as of 4/27/15. Financially strong and well established wholesale brokerage/MGA with a national presence is opening a new office in the Newburyport, MA/Portsmouth, NH region and will be seeking a Commercial Account Manager/Administrative Assistant to provide ongoing customer service and sales support. Current/Existing business in the Northeast region is about \$15M in premium. This position, which will form part of an existing small team, is an addition to the new location. It will provide direct support to the Senior Executive/Broker within the Northeast/New England region, primarily handling all renewal commercial and professional lines business and will work with both retail brokers and carrier underwriters. The qualified candidate can come from the retail or wholesale brokerage environment, 10 to 15+ years' experience, must have a strong work ethic, energetic and motivated. Ideal candidate must possess strong commercial and professional lines coverage knowledge, proven background providing account management and support, and must have a positive and energetic personality. Strong organizational and communication skills, along with sense of urgency, attention to detail and strong team player attitude also necessary. College degree preferred but not required. License a plus. To \$65K base salary including benefits/incentive package. Candidates in the North Shore/Portsmouth, NH/Portland Maine region who meet the qualifications and want to be part of an existing and financially secure region and help build a new location are encouraged to apply. Please submit resume to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(47) Operations / Office Manager - Retail Brokerage (\$60K - \$90K)

Essex County / Northern New Jersey

Posted by Hollinger Jobs as of 4/27/15. Established and well-structured retail insurance brokerage is seeking an Operations/Office Manager to run the day to day administrative activities of their Northern New Jersey operations. Main responsibilities will include oversight of employees, employee files, human resource issues, accounting and day to day operations. Strong leadership, ability to prioritize, communicate and interact with all levels of retail account executives, producers and management. Strong computer and communication skills. Experience running a retail or wholesale insurance agency strongly preferred. Minimum High School diploma. College degree or advanced training preferred. \$60K - \$90K base depending upon experience level. Please submit resume to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

CT

Posted by Hollinger Jobs as of 4/27/15. Our client, an established and growing corporation with a global presence, is currently 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.

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

NYC

Posted by Hollinger Jobs as of 4/27/15. Our client, an established and thriving broker with offices in the NYC, seeks an Ocean Marine Cargo Account Executive. The chosen candidate should have more than 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.

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

Northeastern OH

Posted by Hollinger Jobs as of 4/27/15. 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.

(51) 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.

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

Manhattan

Posted by Hollinger Jobs as of 4/27/15. 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.

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

Manhattan

Posted by Hollinger Jobs as of 4/27/15. 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 and 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 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.

(54) 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. Candidate with strong property and workers 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.

(55) Assistant Account Manager / Underwriter - E&S Brokerage (\$50K - \$60K)

Providence

Posted by Hollinger Jobs as of 4/27/15. Established wholesale brokerage and MGA facility is seeking an addition to staff, an Assistant Account Manager to provide service and support to the Senior Brokerage/Underwriting team in a newly established Providence, RI location. The appropriate candidate will have 2-5 years of direct commercial and

professional lines coverage background in a servicing function. Additionally, the candidate must have and come from the excess and surplus lines brokerage/MGA or carrier underwriter environment. Proven background with all facets of support to the E&S brokers and underwriters is a must. Must have experience with underwriting manuals and online rating systems. P&C license required. College degree preferred but not a requirement. This is a professional growth position for an appropriate candidate who can service all existing business and develop new business opportunities. The ideal candidate must have experience and must be willing to work in a fast paced environment under strong demands. The candidate will be rewarded based on overall performance. \$50K - \$60K base including bonus plan, full benefits package. Please submit resume in confidence to Catarina Oliveira Caulfield, Sr. Insurance Recruiter at ccaufield@hollingerjobs.com or Jim Lieberman, EVP at jalieberman@hollingerjobs.com. This position is an immediate need based on growth.. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

Manhattan

Posted by Hollinger Jobs as of 4/27/15. 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 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.

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

RI

Posted by Hollinger Jobs as of 4/27/15. 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 in 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, assisting 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.

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

Posted by Hollinger Jobs as of 4/27/15. 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.

(59) 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.

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

Philadelphia, PA

Posted by Hollinger Jobs as of 4/27/15. 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 candidate 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

(61) BWD Group LLC

Commercial Lines Marketing Assistant Account Executive

Plainview, NY

As of April 20, 2015

Description: The Marketing Assistant A.E. will be responsible for various administrative and clerical functions for maintaining accounts and assisting the Account Executives. This includes (but is not limited to) preparing I.D. cards, certificates, binders, etc.; giving assistance in executing marketing strategies and objectives; assisting in proposal writings & presentations; preparing accounts for billing. Recently voted Insurance Journal's 2014 "Best Agency to Work For", East Coast, we provide a comprehensive range of innovative insurance products, risk management services and benefit programs for a diverse and distinguished clientele across the country and around the world. Known throughout the insurance industry as the worldwide leader in sports and entertainment insurance, BWD Group has also achieved international recognition for its expertise and capabilities in commercial and personal lines, individual and employee benefits, financial planning, professional liability coverages, consulting, program administration and claims services. We are committed to providing our clients with the highest level of individualized service. Our professional staff is comprised of insurance experts, including those with legal and business backgrounds. Our ongoing recruitment and staff development programs ensure that our employees have the education, training and experience necessary to provide our clients with superior service. We are dedicated to developing the most appropriate and cost-effective programs to help our valued clients meet their coverage needs and financial goals. We pride ourselves not only on our impeccable service to our clients, but for our employee oriented approach in providing a warm, comfortable environment, ongoing developmental training, excellent communication and a pleasant atmosphere.

Requirements: Minimum 2 years of experience in a comparable Commercial Lines position; Proficiency in the basics of MS Word & Excel; Excellent interpersonal & organizational skills; Sagitta Agency Management experience a plus; Document Management experience preferred; P&C Broker license preferred.

Contact BWD Group's Human Resources at 516.327.2700 or careers@bwd.us

(62) Freedom Specialty (A Nationwide Company)

Specialist, D&O Underwriting

San Francisco, CA

As of April 28, 2015

Description: JOB SUMMARY: 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. CORE JOB DUTIES & RESPONSIBILITIES: 1. 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. 2. 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. 3. 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. 4. 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. 5. Lead underwriting meetings with Brokers, Clients, and other Underwriters. Meetings typically include CFOs, CEOs of client organizations and several Underwriters from other organizations. 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. 6. Places reinsurance per department guidelines based upon the appropriate use of all reinsurance facilities used by the department, including various treaties, semiautomatic and facultative reinsurance. Maintains good working relationship with reinsures. 7. Train and mentor other Underwriters. May have Underwriting Assistants reporting to this position indirectly. 8. 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. 9. Performs other duties as assigned. JOB CONDITIONS: Overtime Eligibility: Not Eligible (Exempt). Working Conditions: Normal office environment. Ability to travel locally and overnight for client meetings as needed. ADA: The above statements cover what are generally believed to be principal and essential functions of this job. Specific circumstances may allow or require some associates assigned to the job to perform a somewhat different combination of duties.

Requirements: MINIMUM JOB 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. Staffing Exceptions to the above minimum job requirements must be approved by the: hiring manager's leader and HRBP.

This opening may be filled at the Specialist or Senior Underwriter level, depending on the skills/qualifications of the selected individual. Applicants can apply directly to their website and reference Job Id # 29194

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

(63) Freedom Specialty (A Nationwide Company)

Sr. Underwriter, D&O - E&S Specialty

New York, NY

As of April 15, 2015

Description: Under limited direction, assesses 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 for complex D&O pricing. Includes, 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 under limited supervision in 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 complex in nature concerning coverage and agent-broker relationships. Assists with the research, development and presentation of new programs, forms and manuals. Responsible for the training and mentoring of lower level underwriters. Will be the main point of contact for brokers in that specific assigned territory. REPORTING RELATIONSHIPS: Reports to Director/AVP. CORE JOB DUTIES & RESPONSIBILITIES: (1) Under limited direction, assesses 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. (2) Achieves team production and loss ratio goals within assigned territory through sound marketing. The Underwriter continually analyzes premium and loss results in their territory by agency, state, major class of industry and by line of business. (3) Handles 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. (4) Under limited supervision, 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. (5) Typically participates in underwriting meetings with brokers, clients, and other underwriters. Meetings typically include CFOs, CEOs of client organizations and several Underwriters from other organizations. The CFO/CEO provides information, the Underwriter clarifies and questions information provided by the client to appropriately assess the risk. May be accompanied by a senior underwriter or above. (6) 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 reinsurers. (7) Mentors lower level underwriters. (8) Other responsibilities as assigned may include program research and development, form development, rate development, specials projects, technical assistance to brokers, underwriting assistants and other underwriters. (9) Performs other duties as assigned.

Requirements: Education: Undergraduate studies with focus in Finance, Accounting, Economics and/or Risk Management. Degree: Post graduate level studies preferred. License/Certification: N/A. Experience: Typically 2 years or more years' related experience as a D&O and/or E&O Underwriter. Knowledge: Knowledge of lines underwriting policies, practices and procedures, insurance law and underwriting marketing principles and techniques. 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 complex underwriting concepts required. Ability to communicate 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. Ability to analyze insurance risks to determine acceptability including policy language, various commercial rating plans and methodologies, reinsurance. Knowledge of related computer software. Ability to devise business solutions to problems, implements the most appropriate, and monitor its effectiveness. Ability to make decisions with minimal supervision. Values: Regularly and consistently demonstrates the Nationwide Values and Guiding Behaviors. Staffing Exceptions to the above minimum job requirements must be approved by the: Hiring Manager's leader and HRBP. JOB CONDITIONS: Overtime Eligibility: Not Eligible (Exempt). Working Conditions: Normal office environment. Ability to travel locally and overnight for client meetings as needed.

This opening may be filled at the Sr. UW (S38) or Staff UW (S21) level, depending on the skills/qualifications of the selected individual. Applicants can apply directly to their website with Reference Job ID# 28862.

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

(64) OneBeacon Insurance Group

Assistant Vice President, Surety Underwriting

Chicago, IL

As of April 20, 2015

Description: At OneBeacon Surety, underwriting comes first. It's a company operating principal that specifically governs and outlines how we run our business. We respect the fundamentals of insurance and are highly selective when it comes to our talented team of dedicated specialty underwriters.

We recently launched a search for an Assistant Vice President to join our Surety team. This is a regional lead position located in our Chicago office. As an AVP, you will report directly to the Senior Vice President and be in charge to develop and grow a profitable book of commercial surety business in our Midwest region.

Requirements: Bachelor's degree. The ideal candidate should have a minimum of 5-8 years of commercial surety underwriting experience. Professional insurance designations preferred, but not required.

For a complete job description, please visit www.onebeacon.com/careers. Refer to Job ID# 227BR. Contact Pamela Poccio at 781.332.7109 or ptpoccio@onebeacon.com

(65) OneBeacon Insurance Group

Senior Subrogation Representative

Denver, CO

As of April 20, 2015

Description: We are currently seeking a Senior Subrogation Representative to join our Claims team in the Denver, CO office. This position will resolve complex subrogation claims, initiate subrogation procedures and pursue appropriate actions to facilitate prompt collection and maximum recovery. This position will be responsible for collection of subrogation files, including the assessment of liability and negotiation of settlement with other carriers and individuals. The ideal candidate will conduct investigation and collect supporting documentation to analyze the

recovery aspect of claims. Negotiates fair settlement amounts through the tactful application of human relation skills.

Requirements: Bachelor's degree preferred. Demonstrated insurance or technical experience. The ideal candidate will have 3-5 years of claims experience. Experience with workers compensation recovery a plus.

For a complete job description, please visit www.onebeacon.com/careers. Refer to Job ID# 237BR. Contact Pamela Poccio at 781.332.7109 or ptpoccio@onebeacon.com