

WHO'S HIRING? 78 P&C Open Jobs are posted here from Allied World, Ameriprise Financial, Crystal & Company, Frenkel & Company, and Krauter & Company as well as Hollinger Jobs and International Insurance Consultants. NEW! Job Postings from Risk Management departments and Insurance Buyers are now posted here at no charge.

**RECRUITERS' JOBS APPEAR FIRST BELOW FOLLOWED BY DIRECT POSTERS BEGINNING WITH JOB #72**

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.

**SAVE THE DATE!**

Advisen's 4<sup>th</sup> Annual State of the P&C Job Market Conference in New York City / Tues Jan 27, 2015

Details are here: <http://www.advisenltd.com/events/conferences/2015/01/27/2015-state-pc-job-market-new-york/>

**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](mailto:jobpostings@advisen.com)

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

**WHICH FIRMS ARE HIRING DIRECTLY?**

- Allied World Assurance Company
- Ameriprise Financial
- Crystal & Company
- Frenkel & Company
- Krauter and Company

**WHICH RECRUITERS ARE POSTING JOBS?**

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

**78 JOB POSTINGS for mid – November 2014**

**ADVISEN'S EXECUTIVE SEARCH DIRECTORY**

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

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

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

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

**International Insurance Consultants, Inc.**

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

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

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

**INSURANCE RECRUITING POSITIONS**

**(1) Business Opportunity**

**Location Open**

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

**(2) Commercial Lines Producer**

**Paramus / Bergen County Region / NYC**

Posted by Hollinger Jobs as of 11/10/14. Established, financially secure and well-structured retail brokerage firm is seeking an additional 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. Base/Draw (depending upon experience level) including commission structure for new and renewal business. Benefits, 401K, laptop provided, program for business expenses, etc. College degree preferred. P&C License required. Candidates with or without books of business to move will be considered. This position is for an existing motivated Producer looking to be part of a growing and well established brokerage firm. Some production responsibilities in NYC/Queens. Please submit resumes to Jim Lieberman EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com) or Catarina Caulfield, Recruiting Specialist at [ccaulfield@hollingerjobs.com](mailto:ccaulfield@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

**(3) General Counsel (\$250K +)**

**NY / NJ**

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

**(4) Personal Lines Product Executive (\$225K ++)**

**Midwest**

This is an A+ rated insurance carrier that enjoys an excellent reputation in the space. This is not a replacement's position, but a strategic addition to an established operation that has had reasonable success, but is poised for significant expansion and penetration. This is an agency delivered company with a very strong capital position. You will

have experience in personal lines property and casualty (homeowners, auto, umbrella and specialty). The position will report to the President of personal lines and build a scientifically grounded product department. You will be involved in all aspects of the business – product development, pricing/rating, segmentation, competitive analysis and modeling. For more information, please contact Ray Crowley at 954.421.0122 or [ray@iicuri.com](mailto:ray@iicuri.com).

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**(5) TPA Sales (\$225K ++)**

**NY / NJ / PA**

This is an opportunity to use your sales skills and experience to represent one of the prestigious national market leaders. You will have a proven track record of success in the selling of claims services at a senior level. This position will have the benefit of a recognized brand and reputation. You will bring the individual energy, intellect and claims services skills to the equation. This is an opportunity to have a significant impact on your career and income based on your hard work and passion. As a successful Sales Executive, you will have personal energy and drive. This organization will support and foster your continued growth and development in a collaborative environment. Be a part of a winning team. For more information, please contact Ray Crowley at 954.421.0122 or [ray@iicuri.com](mailto:ray@iicuri.com).

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**(6) Treaty Producer (Base to \$200K plus Bonus)**

**New York**

Highly successful and very profitable reinsurance group seeks a production person to call on large regional and mid-sized national property casualty groups. This person will work with C level executives in these property casualty companies to gain the opportunity to bid on the treaty business they cede. This position requires business development skills to execute the contact but just as important, this person will have to analyze prospects, financial strength and ownership structure and interface with underwriting, actuarial and claims to evaluate capital and risk financing needs of prospective clients, then develop those targets. For more information, please contact Glenn Wootton at 954.421.0122 or [glenn@iicuri.com](mailto:glenn@iicuri.com). [www.insurancerecruitersusa.com](http://www.insurancerecruitersusa.com)

**(7) Casualty Treaty Underwriting (\$200K + Participation)**

**Flexible Location**

This top ten global reinsurance carrier enjoys an excellent reputation in the market and is well received by clients and brokers. They have an opportunity for a strong Casualty Underwriter to join an elite team in producing and

underwriting treaty reinsurance through the US brokerage community. A true solutions-oriented professional is needed to assist them in making "C" suite presentations and to participate in negotiations. This opportunity is supported by a great backroom and capital resources. If you are technically strong, know or be interested in developing the intermediaries and have energy and passion for the business, this could be the opportunity you have been waiting for. For additional information, please contact Rick Mockel at 954.421.0122 or [rick@iicuri.com](mailto:rick@iicuri.com).  
[www.insurancerecruiterusa.com](http://www.insurancerecruiterusa.com)

**(8) Professional and Financial Claims Vice President (\$180K - \$240K)**

**NYC, NC**

Posted by Hollinger Jobs as of 11/10/14. A+ national property and casualty insurance carrier is seeking a sophisticated, motivated and dynamic analytical leader for the position of Vice President, Professional and Financial Liability Claims. This position requires extensive claim management experience to lead a Professional & Financial Liability Claims Division for New York City. Specific knowledge of Security Broker Dealer, Financial Lines E&O and Public Company D&O experience is required. The Vice President will work closely with the Senior Vice President and Underwriters and will frequently interact and dialogue with company Actuaries and Financial Executives. The Vice President position can also encompass oversight of claims for other lines of business. Candidates must have a minimum of 15 years of insurance company experience, which should include extensive Claim Management and Administrative/Operational assignments. Knowledge and experience in Underwriting, Actuarial, Insurance Operations and Marketing/Broker Relations would be highly advantageous. Should have a demonstrated ability to manage a significant portfolio of claims through data and metric analysis, as well as policy wording/drafting experience and a proven background in managing multiline technical claim staff. Must possess strong leadership and motivational skills along with highly effective communication, marketing, relationships management and presentation skills. Individual should currently hold or readily obtain all required adjuster license. \$180K - \$240K DOE + bonus, full benefits package, 401K, pension plan. Please submit your resume in confidence to James A. Lieberman, Executive Vice President at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call Jim at 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com) or Catarina Caulfield, Recruiting Specialist [atccaulfield@hollingerjobs.com](mailto:atccaulfield@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

**Midwest**

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

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

**NYC**

This growing operation has an opportunity for a Commercial Excess Casualty Underwriter to join their New York Metro office. This is a global carrier that has an excellent rating and reputation in the market. They are looking for a high excess casualty Underwriter that has familiarity with the wholesale brokerage market. The business is Fortune 500. It is highly sophisticated and complex. It is a challenging opportunity requiring very strong underwriting skills writing business with high attachment points. If you are a sophisticated Casualty Underwriter, interested in growing and working with high end accounts, please contact Rick Mockel at 954.421.0122 or [rick@iicuri.com](mailto:rick@iicuri.com). [www.insurancerecruiterusa.com](http://www.insurancerecruiterusa.com)

**(11) Property E&S (To \$175K)**

**Atlanta, GA / Tampa, FL**

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

**(12) Reinsurance Marketing Executive (To \$175K + Bonus)**

**New York**

Global insurance group seeks Senior Marketing Executive to develop strategy for their treaty business. This business will be produced by reinsurance intermediaries for the P&C marketplace. Responsibilities include development and execution of the domestic sales and marketing plan through analysis of competitive markets, understanding of

brokers' strengths and specialties and comprehensive knowledge of in-house underwriting appetite and pricing. Ability to work with internal underwriters, actuaries and claims departments is essential. For more information, please contact Glenn Wootton at 954.421.0122 or [glenn@iicuri.com](mailto:glenn@iicuri.com). [www.insurancerecruitersusa.com](http://www.insurancerecruitersusa.com)

**(13) Western Regional VP (\$160K - \$180K + Participation)**

**TX / AZ / Kansas City / St. Louis / Denver**

This is a carrier that is agency delivered, looking for solid representation in the region. The territory is west of the Mississippi. Your experience should include strong agent relationships somewhere in that market. There are approximately 12 people to be managed that vary in background but include marketing, claims and loss control. The product line is commercial middle market to include mono-line property. The position doesn't require underwriting authority but if you have underwriting experience that certainly would be attractive. This is an opportunity to have real impact on this company's success and influence your own career by doing so. For more information, please contact Ray Crowley at 954.421.0122 or [ray@iicuri.com](mailto:ray@iicuri.com). [www.insurancerecruitersusa.com](http://www.insurancerecruitersusa.com)

**(14) Equity Producer (\$150K - \$300K)**

**Any City**

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

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

**East**

Posted by Hollinger Jobs as of 11/10/14. Established P&C and group benefits brokerage firm is seeking a Regional Sales Manager of Benefits Consulting to support the Regional EVP Sales Leader and Regional Benefits Producers in the NYC/NJ Region. Will implement and measure the regional go-to market strategy, and support initiatives within the

overall benefits strategy. The role will lead the integration of this plan with all cross-functional products, solutions and support services. Focus will primarily be on operational and sales improvements of the benefits delivery and production. Critical success factors include: execution of initiatives, maximizing producer productivity, product launches, training & development, field engagement and cross functional integration. College degree and 5+ years' direct sales production and sales management experience. 5+ years operations experience in a service-oriented consulting environment; ideally health & welfare consulting, comprehensive understanding of operations, development of business models (best practices), how to leverage technology, resource allocation and personnel development, expertise in plan design, wellness, consumerism, employee engagement, disease management, & ACA. Ability to fully understand market positioning, strategy and products. Ability to fully understand customer requirement, challenges and priorities. Strong organizational, problem solving, training, and troubleshooting skills. Strong leadership, interpersonal, oral and written communication skills. Excellent understanding of business process design. Knowledge of MS Office, including MS Word and Excel. \$150K - \$225K base depending upon experience level, incentive plans and benefits package. Local travel. Please submit resumes to Jim Lieberman, SVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the National Association of Personnel Services, the Professional Liability Underwriting Society, the Society of Human Resource Management, and the Worldwide Employee Benefits Association.

### **(16) Inland Marine Underwriting Manager (\$150K - \$200K)**

#### **East Coast**

Posted by Hollinger Jobs as of 11/10/14. A+ property and casualty insurance carrier is seeking an Inland Marine Regional Underwriting Manager to develop and build the Eastern Seaboard. The Manager position is designed for a motivated, articulate, career minded professional interested in long term growth and leadership opportunities. Underwrite and market a range of inland marine business. Develop agency relationships and build a profitable book of business. Additionally, as the region grows, develop a team of inland marine underwriters who will be responsible for building and growing the Eastern Region. Strong attention to detail, ability to build relationships, along with the opportunity to build and create your own team. 7-13 years of direct inland marine underwriting and marketing experience with a P&C carrier. Proven leadership ability and willingness to create and develop a team along with building a profitable region. Candidates in major U.S. East Coast cities including Philadelphia, New York, Boston and Atlanta is encouraged to apply. College degree preferred. Designations a plus. Compensation to \$150K - \$200K depending upon experience level. Bonus (approximately 30%) and full benefits package. Please submit your resume in confidence to James A. Lieberman, Executive Vice President at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call Jim at



732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com) or Catarina Caulfield, Recruiting Specialist at [ccaufield@hollingerjobs.com](mailto:ccaufield@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

**East**

Posted by Hollinger Jobs as of 11/10/14. A+ property and casualty insurance carrier is seeking a Commercial Underwriting Director to provide input and sound judgment into the development of underwriting policies and standards that support developing products, services, and new programs and work in conjunction with Product Development to develop coverage forms and appropriate pricing. 10 -15 years' multi-line middle market underwriting experience in P&C with a strong background in insurance coverage and with at least 5 years prior staff management experience. Knowledge and experience in product development a plus. 4-year college degree with strong verbal and written skills. CPCU or equivalent professional designation or educational equivalent. Travel to underwriting branch offices as needed with a base in New York City. Salary \$150K - \$175K depending upon experience level, bonus, benefits package including 401K, pension plan and company car provided. Approximately 30% travel, mostly to branch offices. Please submit resumes to Jim Lieberman, SVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the National Association of Personnel Services, the Professional Liability Underwriting Society, the Society of Human Resource Management, and the Worldwide Employee Benefits Association.

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

**Atlanta**

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

**(19) Senior Underwriting Specialist / Energy / Engineered Risk (\$130K - \$150K)**

**NYC / Northern New Jersey**

Posted by Hollinger Jobs as of 11/10/14. A+ property and casualty insurance carrier is seeking a Senior Underwriting Specialist for Energy & Engineered Risk –Property Division. The Sr. Underwriter will be responsible for writing profitable commercial lines business for multi-national accounts, selecting and underwriting complex CAR (Construction All Risk) and EAR (Erection All Risk) business within the delegated underwriting authority. Applies appropriate pricing techniques according to company filings and state/bureau conformance. Work with internal departments, i.e., Loss Control, Claims, Marketing as well as conduct broker and client visitations. 5-8 years minimum direct experience. Bachelor's Degree preferred. Proficient in EAR & CAR including experience with underwriting Delay in Start-up, Natural Catastrophe, Testing & Commissioning, and Blended Construction and Operations Programs. Experience in the energy, chemical, petrochemical, power, oil and construction industry is necessary. Familiarity with catastrophe modeling and management of aggregates necessary. This position requires a knowledgeable, intelligent and motivated Underwriter who is interested in working directly with senior management and taking on additional projects and assignments. Base salary \$130K - \$150K+ depending upon experience. Bonus, full benefits package, 401K, pension plan. Please submit resumes to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com) or Catarina Caulfield, Recruiting Specialist at [ccaulfield@hollingerjobs.com](mailto:ccaulfield@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

**Texas Region**

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

**(21) Home Office Underwriting Supervisor Northern (to \$130K)**

**New Jersey**

Posted by Hollinger Jobs as of 11/10/14. A+ national carrier is seeking a Commercial Lines Underwriting Supervisor. Reporting to the SVP of Underwriting, the Underwriting Director will be responsible for underwriting operations, administrative and compliance functions. Major emphasis in managing and oversight of quality review, SOX Compliance, reinsurance treaties, IT/Underwriting systems, CAT modeling projects, product development, policy drafting and other assigned duties. 7-12 years of progressive commercial multi line underwriting management as well as deep technical expertise related to product development, compliance and IT/systems. Excellent pc, interpersonal and communication skill sets. Leadership background required. College degree, CPCU, CIC, ARM or other appropriate designations highly desirable. Experience working in a leadership role within a corporate or Home Office environment preferred. \$120K - \$130K base including incentives and full benefits package. Please submit your resume in confidence to James A. Lieberman, Executive Vice President at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call Jim at 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com) or Catarina Caulfield, Recruiting Specialist at [ccaufield@hollingerjobs.com](mailto:ccaufield@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

**NY Area**

Posted by Hollinger Jobs as of 11/10/14. A top 20 broker in the NY area seeks a highly motivated, professional individual to work with large national accounts in a Sr. AE role. This position is available due to a retirement. Ideal candidates should have 10+ years of experience in handling significant P&C accounts, both national and regional. This is a full servicing role and AEs are expected to have solid technical competencies, take a consultative approach in client interface, provide viable market options and actively explore any potential business development opportunities. Additionally, they must have a history of developing and maintaining client relationships and rounding out of accounts. This is a collegial team oriented environment where everyone pitches in for the client's needs. College degree and licenses are expected. Advanced degree, CPCU, CIC, etc. are preferred. Compensation base will be \$125K - \$160K+, DOE. Please submit your resume in confidence to John R. Huttner, President, David J. Hollinger Associates Inc. at [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com) or you may contact John Huttner at 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, the Society of Human Resource Management, and the Worldwide Employee Benefits Association.

**(23) Medical Malpractice Claims Examiner (To \$125K)**

**New York, NY**

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

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

**Location Flexible**

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

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

**Chicago**

This global carrier enjoys an excellent rating and reputation in the market. They have an opportunity for a sophisticated underwriting professional to develop and grow the Midwest Region for them in the Public Entity area. This position will require a strong underwriting technician that has great business acumen and the ability to develop and build relationships within the wholesale and retail market place. Familiarity with this market would be a plus.

Business will focus on state, county and city municipal business as well as utilities, schools colleges and universities. This is a great opportunity to be the flag bearer for this firm in the Midwest and to grow a region. They have great forms, a gold standard service model with high retention ratios. For additional information, please contact Rick Mockel at 954.421.0122 or [rick@iicuri.com](mailto:rick@iicuri.com). [www.insurancerecruiterusa.com](http://www.insurancerecruiterusa.com)

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

**Atlanta, GA**

This is an A rated insurance company that is steadily growing for the last five years. The position will represent the company in the Southeast, based out of Atlanta, utilizing both wholesale and retail distribution. You should have a couple of years of casualty excess underwriting experience in the mid-market space. This division works with several industries; hospitality, manufacturing, habitational, distributors, entertainment and services. You will be the representation for this segment, reporting to the executive that runs this division, who is not in Atlanta. You will have the energy and passion to carry the flag for the company and be mature enough to work autonomously. This position will carry underwriting authority into the distribution model. For more information, please contact Ray Crowley at 954.421.0122 or [ray@iicuri.com](mailto:ray@iicuri.com). [www.insurancerecruitersusa.com](http://www.insurancerecruitersusa.com)

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

**NYC**

Posted by Hollinger Jobs as of 11/10/14. Established retail brokerage firm due to new business is seeking an addition to staff, a Senior Account Executive for Commercial Lines General Business. The qualified candidate will be responsible for marketing new business for Producers and market renewals. Service and monitor unit accounts and disseminate account activity. Evaluate existing coverages and make recommendations as needed. Receive, review and forward invoices, policies, endorsements and other documents as necessary. Review and audit policies for compliance with internal procedures and in accordance with binders specification. Apply (basic) proficiency of loss analysis, SIRs, Retrospective Rating/loss sensitive plans on account activity as needed. Assure proper disposition of items on expiration lists. 7-10 years servicing experience, preferably with broker. To \$125K base + incentives and full benefits package. College degree required. P&C License required. Strong background servicing real estate accounts. Excellent interpersonal, technical and pc skills. Please submit resumes to Jim Lieberman, SVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the National Association of Personnel Services, the Professional Liability Underwriting Society, the Society of Human Resource Management, and the Worldwide Employee Benefits Association.

**(28) Sr. Inland Marine Underwriter (To \$125K)**

**Dallas / Denver**

Posted by Hollinger Jobs as of 11/10/14. A+ property and casualty insurance carrier is seeking an Inland Marine Underwriter to write new business and market to retail brokerage markets. This is an addition to staff. 5-8 years of direct inland marine underwriting, proven background developing retail agency relationships, with strong interpersonal, technical and communication skill sets. This position is designed for a production oriented Inland Marine Underwriter who enjoys creating relationships, building a profitable book of business and seeking professional growth opportunities. Bachelor's Degree. Designations a plus. Compensation: base to \$125K depending upon experience level, bonus (20%) and full benefits package. Please submit your resume in confidence to James A. Lieberman, Executive Vice President at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call Jim at 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com) or Catarina Caulfield, Recruiting Specialist at [ccaufield@hollingerjobs.com](mailto:ccaufield@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

**Nassau County, Long Island**

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

**(30) Accounting – Staff Accountant (\$115K + Participation)**

**Florida**

This is an opportunity in the sunshine of Florida. This is an insurance company that is part of a bigger holding company that has a very diverse group of holdings, many of which are in the P&C space. You will have some experience in the P&C business that could include financial analysis, budgeting, reinsurance accounting, statement preparations, etc. A CPA is attractive but not necessary. This position is a part of a successful financial team and is available due to the promotion of a current team member. For more information, please contact Ray Crowley at 954.421.0122 or [ray@iicuri.com](mailto:ray@iicuri.com). [www.insurancerecruitersusa.com](http://www.insurancerecruitersusa.com)

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

**NYC, NY**

Posted by Hollinger Jobs as of 11/10/14. A+ property and casualty carrier with domestic and international business is seeking a Sr. Casualty Underwriter for their NYC underwriting operations. The qualified Underwriter will have 5-10 years direct experience and will be responsible for writing new business both domestic and international. Experience and/or exposure to Reverse Flow business and interest in Reverse Flow is required. The qualified Underwriter will have a background underwriting GL, auto, WC, property, excess, umbrella as well as some E&O professional liability. Deep knowledge of ISO ratings and casualty policy forms required. In addition, the Underwriter on occasion will travel domestically and internationally to visit global underwriting offices and client visits. College degree preferred. CPCU, ARM other insurance professional designations highly desirable. Strong technical, analytical and business development skills required. Excellent communication and writing skills as well as bilingual a strong plus. Salary to \$120K depending upon experience level, bonus plan, full benefits. Please submit your resume in confidence to James A. Lieberman, Executive Vice President at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call Jim at 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com) or Catarina Caulfield, Recruiting Specialist at [ccaufield@hollingerjobs.com](mailto:ccaufield@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

**(32) Senior Auditor (\$100K - \$125K)**

**Southern New England Area**

Posted by Hollinger Jobs as of 11/10/14. Our client, a major carrier seeks a Senior Auditor who will focus on the development and execution for the US audit plan. This role is responsible for drilling down into existing internal



controls for audits, performing analyses and making recommendations for new procedures within the operating groups, including an in depth analysis of financial and operational standards; additionally, assessing the business processes and evaluating the overall risks. Some overnight travel. Collegial environment with a good opportunity to grown within the existing structure. Ideal candidate will have 5+ years' commercial P&C auditing experience, plus supervisory experience. Strong knowledge of GAAP and Statutory accounting principles, as well as claims, and underwriting operations also a must. A degree along with a CPA or CIA is a plus. Compensation DOE \$100K - \$125K plus bonus. Please submit your resume in confidence to James A. Lieberman, Executive Vice President at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call Jim at 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com) or Catarina Caulfield, Recruiting Specialist at [ccaulfield@hollingerjobs.com](mailto: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) Commercial Account Executive / Brokerage Client Advisor (\$100K - \$120K)**

**New York City, NY**

Posted by Hollinger Jobs as of 11/10/14. Large retail brokerage firm is seeking a Commercial Account Executive to service and act as client adviser for an existing book of middle and large market commercial accounts. Proven background servicing multi line commercial accounts, ideally mid to large size accounts, including marketing and account rounding. Full service functions with additional junior AE support. Professional growth opportunities. Must have a background as a Commercial Generalist Account Executive with a mix of real estate, construction, restaurants and some wholesale/retail. College degree preferred. 6-10+ years of direct account management expertise with a mid to larger size retail agency. P&C License required. Professional growth opportunities based on performance. This position requires a motivated Commercial AE looking to work with the client directly, not just in a servicing but in a client adviser role. To \$110K depending upon experience level, bonus plan and full benefits package. Please submit your resume in confidence to James A. Lieberman, Executive Vice President at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call Jim at 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com) or Catarina Caulfield, Recruiting Specialist at [ccaulfield@hollingerjobs.com](mailto:ccaulfield@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

**(34) Excess Casualty Underwriting Manager (Mid \$100K's plus Bonus)**

**Atlanta**



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

**(35) Retail Brokerage Producer / Manager (To \$100K)**

**Southern New Jersey**

Established property and casualty niche company with national presence is seeking a top Sales Producer to start up a new division in the Mid-Atlantic Region. The Producer/Manager will come from the retail agency plant system, responsible for the production of specialty niche business with a focus on small commercial and personal lines clients. The Producer/Manager will be responsible for all sales activities, developing and executing business plans and objectives, establishing operating policies, contributing to new product development and developing and leading marketing initiatives for various Specialty Products. Establish and maintains relationships with individual clients, provides solutions to client insurance needs, as well as respond to all service inquiries. This position requires an individual with 8+ years of retail agency production experience, a self-starter, self-motivator with the interest, energy and focus to develop a newly created Retail Division. Additional experience with sales and service operations required. Proficient with Agency Management Systems (EPIC). Bachelor's Degree. P&C License required. Compensation to \$100K base depending upon experience level, including bonus and commission plans, full benefits package, 401K, etc. Please submit resumes to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656.

**(36) Sr. Account Executive-International Accounts (Up to \$100K)**

**Philadelphia, PA**

Posted by Hollinger Jobs as of 11/10/14. Our client, an established insurance brokerage is seeking a Sr. Account Executive-International Accounts to join their Philadelphia office. The chosen candidate must have experience in handling international accounts and should have a broad range of commercial accounts experience. Duties include day to day servicing of mid-size accounts including new and renewal business, candidates with new business generation experience will be given preferred consideration. This is a fantastic opportunity for a Sr. AE with solid background in international accounts to join a growing, regional firm with several offices in the US and a strong business history.

Applicants must have a 4-year college degree and licenses, additionally, advanced degree and/or industry designations preferred. Compensation will be dependent upon experience and can range up to \$100K, plus full benefits package. Please submit resumes and referrals in confidence to Catarina Oliveira Caulfield, Sr. Insurance Recruiter at [ccaufield@hollingerjobs.com](mailto: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](mailto:jalieberman@hollingerjobs.com) or John R. Huttner, President, David J. Hollinger Associates at [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and WEB.

**(37) Underwriter Sr. Commercial (Up to \$95K)**

**New Jersey**

Posted by Hollinger Jobs as of 11/10/14. A+ property and casualty carrier with a niche in specialty business is seeking a Commercial Underwriter with multi line commercial and/or package underwriting with products liability experience to underwrite and market profitable business in an effort to continue to grow and expand the New Jersey Operations. Qualified candidates should have a minimum of 7 years commercial underwriting & sales/marketing to independent agents. ISO Forms background required. Excellent technical and business development skill sets is required. Well versed in commercial coverages. Work with internal and external departments to increase bottom line. College degree and/or designations preferred. This is a growth opportunity position. \$70K - \$95K including full benefits package. Please submit resumes in confidence to Jim Lieberman, Sr. Vice President at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the National Association of Personnel Services, the Professional Liability Underwriting Society, the Society of Human Resource Management, and the Worldwide Employee Benefits Association Society.

**(38) Brokerage Account Executive – Large Commercial Accounts (Up to \$90K)**

**NYC**

Posted by Hollinger Jobs as of 11/10/14. Our client, a well-established brokerage firm in NYC, is expanding and seeks two additional AEs to work with larger sized accounts (average account revenue is \$20K - \$50K+). This is a well-run, friendly, team oriented office with AEs being responsible for account management, client interface and coordinating all service functions and related marketing. Qualified candidates should have a minimum of 5-15 years' experience with consequential accounts. Industry disciplines should include real estate, hotels, financial services and related

insurance matters. College degree and licenses are expected. Advanced degree, CPCU, CIC, etc. are preferred. Compensation will be up to \$90K, DOE. Please submit your resume in confidence to John R. Huttner, President, David J. Hollinger Associates. Email: [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com) or contact at (office) 732.247.5656 or (dd) 732.319.0670. Additionally, you may reach out to James A. Lieberman, Executive Vice President at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or Catarina Caulfield, Recruiting Specialist at [ccaufield@hollingerjobs.com](mailto:ccaufield@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

### **(39) Construction Defect Claims Specialist (To \$90K's plus Participation)**

#### **North NJ to SC**

Growing "A" rated carrier that enjoys a great reputation as a company and employer is seeking a sharp casualty claims person that has solid experience in the construction defect area. This is a growth opportunity that will handle the claim from start to finish. Position will be involved in all aspects of the claim including investigation, directing counsel, developing strategy, negotiating, litigation, mediation and settlement process. A qualified candidate will have a minimum of 7 years' experience either currently handling construction defect claims or having done so within their recent past. This opportunity will be for the Eastern USA from SC to NY and can either work from a branch facility or remotely. For more information, please contact Rick Mockel at 954.421.0122 or [rick@iicuri.com](mailto:rick@iicuri.com).

[www.insurancerecruitersusa.com](http://www.insurancerecruitersusa.com)

### **(40) State Filings Analyst / Supervisor (\$90K - \$100K)**

#### **NYC**

Posted by Hollinger Jobs as of 11/10/14. A+ property and casualty insurance carrier is seeking a State Filings Analyst/Supervisor. Review bureau circulars and regulatory bulletins for product impact. Prepare and submit rate, rule and form filings to state insurance departments and respond to outstanding issues. Perform analysis and work with actuarial department to determine effect of loss cost revisions. Perform appropriate IT responsibilities to implement system changes. Prepare communications to announce program updates. Research competitive information for product development as needed. Requirements: 4+ years of experience working in commercial lines. Excellent knowledge of SERFF and Excel Knowledge of regulatory process. Excellent written and oral communication skills. CPCU designation preferred. \$90K - \$100K+ depending upon experience including complete benefits package. Please submit resumes to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com) or Catarina Caulfield,

Recruiting Specialist at [ccaufield@hollingerjobs.com](mailto:ccaufield@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

**NJ / NY**

Posted by Hollinger Jobs as of 11/10/14. Our client, a national brokerage firm, is expanding its practice to include a full range of P&C commercial lines. This has created several exciting growth opportunities for Insurance Sales Professionals/Producers in the NY/NJ area. It is not necessary for the Producer to have or move a book of business to qualify for this position. This is a uniquely structured role with committed back office support and well-established prospecting and qualifying systems in place. Appointments are researched, pre-qualified and assigned by the business development team to each Producer. Additionally, new Producers will receive ongoing training and development for sales methods and techniques and specific P&C product training. There is a strong benefits team in place so cross-selling opportunities, account migration and working closely with the Benefits Producers is encouraged. Qualified Candidates must demonstrate strong communication, negotiation and closing skills, as well as having 5 years of solid sales experience in P&C insurance and/or related industry sales. In addition, having a proven track record of soliciting new accounts and generating revenue, along with the knowledge to cross-sell group benefits is a plus. Strong technical competencies and knowledge of product line coverage and risk exposures is a major asset. College degree and licenses are expected. Advanced degree, CPCU, RPLU, etc. are helpful. Compensation will be DOE \$80K - \$160K base with generous and competitive commissions, plus a complete benefits package and bonus. Please submit your resume in confidence to John R. Huttner, President, David J. Hollinger Associates at [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com) or call John at 732.247.5656. Additionally, you may reach out to James A. Lieberman, Executive Vice President at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

**(42) Account Executive / Producer – Brokerage (\$80K - \$120K)**

**Philadelphia, PA**

Posted by Hollinger Jobs as of 11/10/14. This is a fantastic opportunity for a Sr. AE with solid background in servicing and production to join a growing, regional firm with several offices in the US and a strong business history. The candidate we seek will have 10-15 years direct experience in property and casualty retail brokerage sales, new business development and marketing with a proven track record of soliciting new accounts, placing business and generating revenue. 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 is up to \$125K+, DOE. Please submit your resume in confidence to John R. Huttner, President, David J. Hollinger Associates. Email: [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com), or contact at (office) 732.247.5656 or (dd) 732.319.0670. Additionally, you may reach out to James A. Lieberman, Executive Vice President at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or Catarina Caulfield, Recruiting Specialist at [ccaufield@hollingerjobs.com](mailto:ccaufield@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and WEB.

**(43) Brokerage Fine Arts Specialist (\$80K - \$110K +)**

**NYC**

Posted by Hollinger Jobs as of 11/10/14. This fabulous opportunity with a Regional Broker is being created due to growth within the organization. Join a growing, regional firm with several offices in the US and a strong history of business development. We seek an experienced Sr. AE with solid background in Fine Arts and related fields (auction houses, galleries, museums, jeweler's block, private collections, etc.). This confidential search requires an experienced P&C Broker with a history of leadership and mentoring within their organization, and specific experience in Fine Arts. Position requires flexibility in balancing client interface, technical expertise, troubleshooting, client enrollment and retention. Some travel is expected. Ideally, candidates will have 7-10+ years of experience in brokerage and/or underwriting, including familiarity with Lloyds. This is a collegial, highly professional, fast paced environment where everyone pitches in on accounts. College degree and licenses are expected. Advanced degree, CPCU, CIC, etc. are preferred. Compensation will be dependent upon experience \$80K - \$110K+. Please submit your resume in confidence to Catarina Oliveira Caulfield, Sr. Insurance Recruiter at [ccaufield@hollingerjobs.com](mailto:ccaufield@hollingerjobs.com). Additionally, you may reach out to James A. Lieberman, Executive Vice President at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or John R. Huttner, President, David J. Hollinger Associates at [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and WEB.

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

**Northern New Jersey, NJ**

Posted by Hollinger Jobs as of 11/10/14. A+ property and casualty insurance carrier is seeking a Senior Commercial

Underwriter/Team Lead, responsible for underwriting new business and developing brokerage relationships nationally. 8-10 years of insurance carrier underwriting, commercial multi line or package account background, standard and/or excess and surplus lines as well as ability to interact positively with the brokerage community. Proven background taking ownership in a book of business as well as any current leadership responsibilities preferred. This is a professional growth position with existing team lead responsibilities. College degree required, CPCU preferred. \$80K - \$110K+ depending upon experience + bonus plan and full benefits package. Please submit your resume in confidence to James A. Lieberman, Executive Vice President at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call Jim at 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com) or Catarina Caulfield, Recruiting Specialist at [ccaulfield@hollingerjobs.com](mailto:ccaulfield@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

**Location Flexible**

This very successful underwriting operation with a nationwide reach has great capital and resources. They are well respected for their entrepreneurial business spirit and their many program niches. Their growth has created an opportunity within their underwriting unit that focuses on Real Estate owned properties held by financial institutions and investment operations. They are looking for an experienced Production Underwriter with REO underwriting background to help them continue the growth they have experienced. This opportunity has potential to be a remote position and they would like to find an individual with solid technical underwriting background and knowledge of the REO market place. Additional skills will include the ability to work in a collaborative manner and be a self-starter. This operation has a proprietary system that is second to none and produces very high hit ratios. If interested, please contact Rick Mockel at 954.421.0122 or [rick@iicuri.com](mailto:rick@iicuri.com). [www.insurancerecruitersusa.com](http://www.insurancerecruitersusa.com)

**(46) Multiline Claim Specialist (To Upper \$80K's plus Bonus Participation and Company Car)**

**Bergen County New Jersey Area**

This insurance group is a growing "A" rated operation and enjoys an excellent reputation in the market. They have an opportunity in the Northern New Jersey market place for a Multiline Claims Specialist to manage the claims for a select group of agents. This is a multiline position that is going to manage the claims that are reported by their agents and it will be a remote field position. The preferred background for this Specialist will be six plus years' experience with some of that time in an outside role. The Specialist must be comfortable in dealing with insured's, public

adjusters, attorneys, underwriting, rehabilitation facilities and other service vendors. The position will manage the claim from start through settlement negotiations and will participate with legal counsel when necessary. This is an all lines opportunity with a focus on commercial and will handle both commercial and personal auto BI, GL and property. For more information, please contact Rick Mockel at 954.421.0122 or [rick@iicuri.com](mailto:rick@iicuri.com).

[www.insurancerecruitersusa.com](http://www.insurancerecruitersusa.com)

**(47) Professional Lines Underwriter / 3-Day Work Week (to \$80K)**

**New York City, NY**

Posted by Hollinger Jobs as of 11/10/14. A+ property and casualty carrier with domestic and international business has a unique opportunity for a Professional Liability Underwriter to work 3 days a week with a flexible schedule. Duties are to develop an extensive E&O book of business and grow existing E&O accounts as well. The Company provides base salary and bonus structure, as well as, a full benefits program. Appropriate underwriting candidate will grow and develop a small book to a more substantial and profitable by underwriting and marketing E&O professional liability. Additional experience with CGL, Umbrella and Casualty Excess a plus. In depth knowledge with ISO forms and E&O policy wording. College degree preferably in Business, Finance, Mathematics, Statistics, Economics. MS Word and excellent presentation skill sets required. Additional language fluency a plus. This position is designed for an Underwriter with the background and/or experience and interest in developing a startup book of business. 3-day work week, salary to \$80K DOE. Full benefits package, including 401K plan, pension plan, paid time off/vacation plan. Please submit your resume in confidence to James A. Lieberman, Executive Vice President at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call Jim at 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com) or Catarina Caulfield, Recruiting Specialist at [ccaufield@hollingerjobs.com](mailto:ccaufield@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

**NY**

Posted by Hollinger Jobs as of 11/10/14. Our client, a well-established broker with offices in NY, seeks an experienced Sr. AE with medium to large size account background. This is a full service AE/client servicing function with additional duties for new business development and rounding out of accounts. Ideally, candidates should have 5+ years of experience in a consequential servicing role, along with strong technical competencies. This individual will be responsible for day to day servicing and account management, thus ensuring overall account profitability. Additionally,



each candidate must have a history of developing and maintaining client relationships, as well as new business development & marketing to prospective clients. This is a solid team oriented environment with each person responsible for their own work and pitching in where necessary. College degree and licenses are expected. Advanced degree, CPCU, CIC, etc. are preferred. Compensation will be \$75K - \$100K+ DOE. Please submit your resume in confidence to John R. Huttner, President, David J. Hollinger Associates. Email: [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com) or contact at (office) 732.247.5656 or (dd) 732.319.0670. Additionally, you may reach out to James A. Lieberman, Executive Vice President at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or Catarina Caulfield, Recruiting Specialist at [ccaufield@hollingerjobs.com](mailto:ccaufield@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

**NYC**

Posted by Hollinger Jobs as of 11/10/14. Our client, an established insurance brokerage firm in NY, seeks a motivated professional to work in an AE role with large middle market accounts with premiums up to \$2M (real estate, manufacturing, financial firms). Position handles day to day account servicing and management, including client interface. Candidates should have 5-10 years of experience in a client servicing role, excellent communication and relationship building skills, as well as strong technical competencies. This is a friendly team oriented environment. College degree and licenses are preferred. Advanced degree, CPCU, CIC, etc. are a plus. Compensation is flexible, DOE. \$75K - \$95K+ and bonuses. Please submit your resume in confidence to John R. Huttner, President, David J. Hollinger Associates. Email: [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com) or contact at (office) 732.247.5656 or (dd) 732.319.0670. Additionally, you may reach out to James A. Lieberman, Executive Vice President at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or Catarina Caulfield, Recruiting Specialist at [ccaufield@hollingerjobs.com](mailto:ccaufield@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

**(50) Marketing Rep. / Territory Manager (\$75K - \$90K)**

**NY**

Posted by Hollinger Jobs as of 11/10/14. We are recruiting for marketing rep to develop the upstate NY territory for an established program manager/underwriter. This role is responsible for marketing Workers Comp programs and underwriting services to brokers and agents and developing program initiatives with the marketing and underwriting staff. The successful candidate will have a minimum of 3-5 years of marketing experience including worker's comp, a



history of developing and maintaining client relationships, and new business development & marketing to prospective clients. Knowledge of safety, loss control and/or claims is an additional plus. College degree and licenses are preferred. Advanced degree, CPCU, CIC, etc. are welcome. Compensation will be DOE \$75K - \$90K+ and bonus. Please submit your resume in confidence to John R. Huttner, President, David J. Hollinger Associates at [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com), or call John at 732.247.5656. Additionally, you may reach out to James A. Lieberman, Executive Vice President at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

**Hartford, CT**

Posted by Hollinger Jobs as of 11/10/14. P&C carrier is seeking a Senior Financial Analyst, a member of the U.S. Finance Team, engaging in all aspects of Financial and Regulatory reporting, including responsibilities related to State filings, premium tax returns and corporate tax returns. The position is a key contact for both the external auditors and external tax advisors. The main responsibilities of the position include preparation and filing of the Statutory “yellow book” for the insurance carrier. B.S. Degree in Accounting. 5-10 years’ experience with financial reporting, preferably in the financial services industry (insurance being most preferred) related industry. Must have passed CPA requirements. Compensation: \$80K’s+20% discretionary bonus, OT eligible, full benefits package. Please submit resumes to Jim Lieberman, SVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the National Association of Personnel Services, the Professional Liability Underwriting Society, the Society of Human Resource Management, and the Worldwide Employee Benefits Association.

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

**NYC**

Posted by Hollinger Jobs as of 11/10/14. Our client, a top ten broker in the NYC area, seeks a professionally driven candidate to work with large and national accounts in an AE role. This individual is responsible for day to day account servicing and management, ensuring overall account profitability. Ideal candidates should have 3-5 years’ experience in a client servicing role, excellent communication and relationship building skills, as well as strong technical competencies. The client company is well run with an environment that is collegial and team oriented with each person expected to perform their own work as well as assist in servicing the client’s needs overall. College degree and licenses are expected. Advanced degree, CPCU, CIC, etc. are preferred. Compensation will be \$75K, DOE. Bonus

potential and long term promotional opportunities. Please submit your resume in confidence to John R. Huttner, President, David J. Hollinger Associates Inc. at [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com) or you may contact John Huttner at 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, the Society of Human Resource Management, and the Worldwide Employee Benefits Association.

**(53) Brokerage – Account Manager (Up to \$75K)**

**New York, NY**

Posted by Hollinger Jobs as of 11/10/14. Our client, a top twenty broker, has an immediate opening for an Account Manager/AE working with large size P&C accounts in their NYC office. This individual is responsible for day to day account servicing and management, ensuring overall account profitability. Ideal candidates should have 3-5 years commercial P&C experience in a client servicing role, excellent communication and relationship building skills, as well as strong technical competencies. This is not a pure back-office function; candidates must present well and display a willingness and ability to interface with clients. College degree and licenses are expected. Advanced degree, CPCU, CIC, etc. are preferred. Compensation will be up to \$75K, DOE. Bonus potential and long term promotional opportunities. Please submit your resume in confidence to John R. Huttner, President, David J. Hollinger Associates. Email: [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com), or contact at (office) 732.247.5656 or (dd) 732.319.0670. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and WEB.

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

**NJ**

Posted by Hollinger Jobs as of 11/10/14. Our client, a well-established broker with office in NJ, seeks a skilled Marketing Specialist. This role is responsible for handling new business submissions and renewal marketing of casualty accounts, including Real Estate & Manufacturing, as well as financial firms. Must be able to work with Producers and AEs on strategy for each account submission. The company environment is collegial and team oriented with each person expected to perform their own work as well as assist in servicing the client's needs overall. The ideal candidate will have 3-5+ years of large account experience and good carrier relationships should be in place. College degree and/or designations preferred. Compensation is \$75K, DOE. Please submit your resume in confidence to John R. Huttner, President, David J. Hollinger Associates at [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com), or call John at 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

**(55) Ocean Marine Cargo Account Executive (Up to \$75K)**

**NYC**

Posted by Hollinger Jobs as of 11/10/14. Our client, an established and thriving broker with offices in the NYC seeks an Ocean Marine Cargo Account Executive. The chosen candidate should have 7+ years proficiency in Ocean Marine, Hull, Cargo mid-size account management experience, including servicing of new and renewal business. College degree and/or insurance licenses and designations required. Compensation is up to \$75K, DOE. Please submit your resume in confidence to Catarina Caulfield, Sr. Recruiting Specialist at [ccaulfield@hollingerjobs.com](mailto: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](mailto:jalieberman@hollingerjobs.com) or John R. Huttner, President, David J. Hollinger Associates at [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and WEB.

**(56) Ocean Marine Claims Examiner (Up to \$75K)**

**New York City, NY**

Posted by Hollinger Jobs as of 11/10/14. Our client, an established and thriving broker with offices in the NYC, seeks an Ocean Marine Claims Examiner, to conduct thorough investigations, evaluate and negotiate complex claims including litigation, coverage issues and subrogation that will ensure compliance with carrier claim handling guidelines &/or requirements of principals regarding TPA business, including reserving and payment practices, resource management, regulatory requirements and Fair Claims Practices Acts. 7+ years proficiency in Ocean Marine and Hull and Cargo claims experience including handling marine claims; successfully negotiating settlements; verifying coverage; appropriately setting reserves; and successfully completing investigations. College degree and/or insurance licenses and designations required. Compensation is up to \$70K - \$75K, DOE. Please submit your resume in confidence to Catarina Oliveira Caulfield, Sr. Recruitment Specialist at [ccaulfield@hollingerjobs.com](mailto:ccaulfield@hollingerjobs.com) or 732.247.5656. Additionally, you may reach out to James A. Lieberman, Executive Vice President at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or John Huttner, President at [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and WEB.

**(57) Commercial Lines Underwriting Team Leader (\$70K - \$100K, Car)**

**Western MI and IN Area**

This operation is part of a large group that has a national footprint in the Property Casualty area. They enjoy an excellent reputation, excellent AM Best rating and are entrepreneurs in the market place. They are seeking a very talented Commercial Lines Production Underwriter for a Team Leader position for their Great Lakes Region. This will be a remote position responsible for developing and maintaining distribution relationships. There will be no supervisory responsibilities but you will be involved in strategy, hiring, mentoring and development of team associates. You must have a minimum of two or more years of underwriting and have production experience. Strong business intelligence, the ability to work independently and an appetite to grow a market and your career is a must. Territory is MI, IL and IN and will require you to travel. This is an existing market that has been experiencing steady growth. If interested, please contact Rick Mockel at 954.421.0122 or [rick@iicuri.com](mailto:rick@iicuri.com).

[www.insurancerecruitersusa.com](http://www.insurancerecruitersusa.com)

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

**NY / NJ Area**

Posted by Hollinger Jobs as of 11/10/14. A+ property and casualty carrier is seeking a Commercial Lines Underwriter to add to their team. The ideal candidate will possess 4+ years of commercial underwriting experience with an emphasis on habitational accounts. The chosen candidate will evaluate the risk characteristics and loss potential of new and renewal business, as well as re-underwrite the existing renewal book of business. Candidates must have excellent written, oral, and presentation skills. A college degree is expected, and possession or pursuit of industry designations desired. Compensation will be dependent upon experience, and can be expected to range between \$70K - \$85K plus benefits. Please submit your resume in confidence to John R. Huttner, President, David J. Hollinger Associates. Email: [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com) or contact at (office) 732.247.5656 or (dd) 732.319.0670. Additionally, you may reach out to James A. Lieberman, Executive Vice President at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or Catarina Caulfield, Recruiting Specialist at [ccaufield@hollingerjobs.com](mailto:ccaufield@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

**(59) Senior Internal Auditor – IT (\$68K - \$78K)**

**Northeast Ohio / Cleveland Area**

Posted by Hollinger Jobs as of 11/10/14. Long standing financially strong property and casualty insurance carrier is seeking an addition to staff, a Senior Internal Auditor, Information Technology. In this role, you will be responsible for

delivering all aspects of the audit process including: performing risk assessments, identifying controls used to manage risks, as well as developing and executing tests to assess the adequacy and effectiveness of the controls. Additionally, the Senior IT Auditor is responsible for (1) writing audit reports with observations, potential exposure, and recommendations; (2) assisting with the compilation of materials presented to the Audit and ERM Committee; (3) communicating effectively and working closely with all levels of employees; and (4) supervising the administrative coordinator, intern, and other auditors on a project-by-project basis and assist in mentoring less experienced auditors. Bachelor's Degree in Accounting, Finance, Information Systems or related area. 3+ years of IT audit experience preferably in insurance, banking/finance or public accounting. This experience should include: auditing or administering z/OS, Linux, PeopleSoft, Windows Active Directory, etc., familiarity with control frameworks (e.g., COSO, COBIT, or ITIL) and working knowledge of networking, operating systems, information security, business continuity, system development life cycle, data analysis and change management processes. CISA required. \$68K - \$78K base salary including 401K, Pension Plan, Annual Incentive Program and Education Reimbursement, full benefits package. Please submit resumes to Jim Lieberman, SVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com), or Catarina Caulfield, Recruiting Specialist at [ccaufield@hollingerjobs.com](mailto:ccaufield@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

**(60) Agency / Commercial Account Manager (\$65K - \$85K)**

**Northwest New Jersey**

Posted by Hollinger Jobs as of 11/10/14. Financially strong and successful retail brokerage firm is seeking a Commercial Account Manager for Northwest New Jersey as an addition to their leadership team. The qualified candidate will have 8-15 years of successful commercial multi lines account management, service/client advisement and leadership experience within a retail agency. The CAM will be involved directly with and not limited to full client service, developing carrier relationships, operations management, oversight of agency management systems and staff supervision, training and development. This position is designed for future professional growth and requires a dynamic, motivated and skilled retail agency, professional with excellent organizational, communication and technical abilities, along with strong interpersonal skill sets, looking for a rewarding long term professional opportunity, interested in being a key player in financial growth and development of retail agency operations. Bachelor's Degree preferred. P&C License required. \$65K - \$85K base range depending upon experience level including incentives and full benefits package. Please submit resumes to Jim Lieberman, SVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call

732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com) or Catarina Caulfield, Recruiting Specialist at [ccaufield@hollingerjobs.com](mailto:ccaufield@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

**(61) Property Claims Examiner (\$65K - \$75K)**

**Chicago Suburbs**

Posted by Hollinger Jobs as of 11/10/14. Long standing financially sound property and casualty insurance carrier is seeking a Commercial Property Claims Examiner. Determines coverage and investigates, analyzes, negotiates and settles claims while delivering quality customer service in a moderate to high volume, moderate complexity work environment. Determines whether or not proper coverage exists for the type of claim assigned. Investigates thoroughly to obtain relevant facts concerning all aspects of the claim such as coverage, liability, legal climate, potential exposure, and damages, and makes decisions, where appropriate, on claim resolution. Monitors ongoing case development for appropriateness. Additional responsibilities will include establishing proper reserves, negotiation/settlement, mentoring/coaching, some travel as needed. Proven ability to handle property claims with exposure up to \$75,000. Five or more years' equivalent claims adjusting/industry related experience. Demonstrated strong verbal, written, and interpersonal skills resulting in the ability to communicate effectively with multiple levels within the organization. Proficient use of various core systems, office and computer equipment and software packages. Bachelor's Degree or commensurate experience. \$65K - \$75K including full benefits package. Location within an hour West of Chicago. Please submit resumes to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com) or Catarina Caulfield, Recruiting Specialist at [ccaufield@hollingerjobs.com](mailto:ccaufield@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

**Philadelphia Suburbs / Montgomery County, PA**

Posted by Hollinger Jobs as of 11/10/14. Established E&S brokerage/MGA is seeking a Production Underwriter/Broker to develop PA and NJ business. The qualified candidate will be provided with a book of business to service and will also be responsible for developing new business, underwriting and placement of business. Responsible for retail agency development as well as managing carrier relationships. Small to mid-size account background. Qualifications include 3-

5 years of direct commercial multi line production underwriting, sales/marketing with an E&S brokerage and/or carrier along with a proven background developing retail agency relationships. College degree preferred. P&C license required. Designations or pursuance of designations a plus. \$60K - \$70K including incentive/commission plan, full benefits, 401K, etc. Please submit resumes to Jim Lieberman, SVP at [jaliebeman@hollingerjobs.com](mailto:jaliebeman@hollingerjobs.com) or call 732.247.5656. Please submit resumes to Jim Lieberman, SVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the National Association of Personnel Services, the Professional Liability Underwriting Society, the Society of Human Resource Management, and the Worldwide Employee Benefits Association.

**(63) Personal Lines Account Manager (\$55K - \$70K)**

**New York City, NY**

Posted by Hollinger Jobs as of 11/10/14. Profitable and well-structured retail brokerage is seeking a Personal Lines Account Manager for NYC. Service Personal Lines accounts, new and renewal business, client advisement. Must have direct background working for the retail agency management systems. Background with retail agency software including Sagitta a plus. 5-10 years' experience preferred but can consider other levels of direct experience. Proven background working with a multiple number of A+ P&C carriers and Personal Lines Underwriters along with outstanding customer service, communication, organizational, technical and interpersonal skills. VIP account background helpful but not required. \$55K - \$70K including incentives, benefits package. P&C License required. Please submit your resume in confidence to James A. Lieberman, Executive Vice President at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call Jim at 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com) or Catarina Caulfield, Recruiting Specialist at [ccaufield@hollingerjobs.com](mailto:ccaufield@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

**(64) Personal Lines Account Manager (\$55K - \$70K)**

**Northern New Jersey, NJ**

Posted by Hollinger Jobs as of 11/10/14. Profitable and well-structured retail brokerage is seeking a Personal Lines Account Manager for New Jersey. Service Personal Lines accounts, new and renewal business, client advisement. Must have direct background working for the retail agency management systems. Background with retail agency software including Sagitta a plus. 5-10 years' experience preferred but can consider other levels of direct experience. Proven background working with a multiple number of A+ P&C carriers and Personal Lines Underwriters along with



outstanding customer service, communication, organizational, technical and interpersonal skills. VIP account background helpful but not required. \$55K - \$70K including incentives, benefits package. P&C License required. Please submit your resume in confidence to James A. Lieberman, Executive Vice President at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call Jim at 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com) or Catarina Caulfield, Recruiting Specialist [atccaulfield@hollingerjobs.com](mailto:atccaulfield@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

**(65) Special / Alternative Risk Underwriter (\$55K - \$66K)**

**Northeastern OH**

Posted by Hollinger Jobs as of 11/10/14. 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](mailto:jalieberman@hollingerjobs.com) or call Jim at 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com) or Catarina Caulfield, Recruiting Specialist at [ccaulfield@hollingerjobs.com](mailto:ccaulfield@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

**(66) Special / Alternative Risk Underwriter (\$55K - \$65K)**

**Ohio**

Posted by Hollinger Jobs as of 11/10/14. 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 resumes in confidence to Catarina Oliveira Caulfield, Sr. Recruiter at [ccaufield@hollingerjobs.com](mailto:ccaufield@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the National Association of Personnel Services, the Professional Liability Underwriting Society, the Society of Human Resource Management, and the Worldwide Employee Benefits Association.

**(67) Agribusiness Underwriter (\$50K - \$100K)**

**Portland, ME**

Posted by Hollinger Jobs as of 11/10/14. A+ property and casualty insurance carrier is seeking an Agribusiness Underwriter for the State of Maine to write new and renewal business. Qualified candidates must have 3-5 years minimum of commercial agribusiness or farm underwriting and marketing to retail agency plant system. Strong technical coverage and business development experience required, with a strong interest for writing farm business. Bachelor's Degree required. Professional growth opportunities within the carrier. \$50K - \$100K depending upon experience including full benefits package and relocation assistance will be considered. Please submit your resume in confidence to James A. Lieberman, Executive Vice President at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call Jim at 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com) or Catarina Caulfield, Recruiting Specialist at [ccaufield@hollingerjobs.com](mailto:ccaufield@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

**(68) Renewal Account Executive - E&S Brokerage / MGA (\$50K - \$60K)**

**Philadelphia Region / North, PA**

Posted by Hollinger Jobs as of 11/10/14. Established and financially successful wholesale brokerage/MGA is seeking a Renewal Commercial Account Executive. The appropriate candidate will have 2-5 years of commercial P&C experience in an underwriting, sales/marketing or account executive role with a wholesale brokerage, MGA or carrier. Retail brokerage candidates with E&S experience will also be considered. Service all accounts and manage the renewal brokerage and binding authority business for an assigned book of small to middle market commercial accounts. This is a great opportunity for a P&C professional motivated by financial growth and relationships building who can transition to a new business underwriting/brokerage role within the firm. College degree preferred. P&C License or willing to

obtain. Strong technical and P&C skill sets. Ability to learn quickly and manage large volume, transactional business. \$50K - \$60K base including incentive plans, full benefits package. Please submit your resume in confidence to James A. Lieberman, Executive Vice President at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call Jim at 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com) or Catarina Caulfield, Recruiting Specialist at [ccaufield@hollingerjobs.com](mailto:ccaufield@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

**(69) Technical Assistant – Ocean Marine Claims (\$42K - \$52K)**

**New York City, NY**

Posted by Hollinger Jobs as of 11/10/14. Our client, an established broker with offices in the NYC area, seeks a Technical Assistant to work closely with the Ocean Marine Claims team. Duties include processing data, generating reports and providing direct support to the claims representatives. Candidates must have 1-3 years prior insurance industry experience, background in Ocean Marine Cargo and Hull is a plus. College degree preferred. Compensation is \$42K - \$52K, DOE. Please submit your resume in confidence to Catarina Oliveira Caulfield, Sr. Recruitment Specialist at [ccaufield@hollingerjobs.com](mailto:ccaufield@hollingerjobs.com) or 732.247.5656. Additionally, you may reach out to James A. Lieberman, Executive Vice President at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or John Huttner, President at [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and WEB.

**(70) Brokerage – Account Managers (\$40K - \$65K)**

**New York, NY**

Posted by Hollinger Jobs as of 11/10/14. 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 in use amongst brokers, including Applied Sagitta, and TAM. Knowledge of marketing a plus. College degree and/or insurance designation are expected. Compensation will be up to \$40K - \$65K, DOE. Please submit your resume in confidence to John R. Huttner, President, David J. Hollinger Associates. Email: [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com) or contact at (office) 732.247.5656 or (dd) 732.319.0670. Additionally, you may reach

out to James A. Lieberman, Executive Vice President at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or Catarina Caulfield, Recruiting Specialist at [ccaufield@hollingerjobs.com](mailto:ccaufield@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

**Philadelphia, PA**

Posted by Hollinger Jobs as of 11/10/14. Our client, an established broker with offices in the Philadelphia area, seeks Customer Service Representative / Assistant Account Manager for day to day servicing of mid-sized commercial lines business including new and renewal business. Ideal candidates should have a broad range of commercial accounts experience, (both sizes and industries), in addition to excellent customer service skill sets, and strong communication, organizational and analytical skills. This is a small, friendly team, and everyone works together for maximum results. College degree and licenses are expected. College degree and/or insurance licenses and designations required. Compensation will be a base of \$40K - \$50K DOE, plus benefits. Please submit your resume in confidence to Catarina Oliveira Caulfield, Sr. Recruitment Specialist at [ccaufield@hollingerjobs.com](mailto:ccaufield@hollingerjobs.com) or 732.247.5656. Additionally, you may reach out to James A. Lieberman, Executive Vice President at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or John Huttner, President at [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and WEB.

**DIRECT JOB POSTINGS**

**(72) Allied World**

**Claims & Sr. Claims Analyst – Psych**

**Farmington, CT**

As of October 15, 2014

**Description:** JOB SUMMARY: Investigate, evaluate, and resolve claims made against the Company's mental health and psychiatry program business including psychiatrists, psychologists, social workers and other mental health care providers' liability. Engage in collaborative projects in support of other areas including underwriting, finance and

accounting, actuarial, operations, and technology. Provide superior service to all customers, whether internal or external. RESPONSIBILITIES: Efficiently manage a vigorous load of claims involving a broad spectrum of insureds and coverages. Analyze coverage, and manage litigation by effectively interacting with insureds, the managing agent, defense counsel, and other parties as required. Draft and issue reservation of rights and denial letters, retain and monitor defense counsel, evaluate exposure and establish reserves, monitor defense costs and negotiate settlements. Represent Company in the resolution of claims and participate in legal proceedings, including mediations. Participate in underwriting decision making, including renewal risk assessment and communication with program agent. Work with other areas of the Company including underwriting, finance and accounting, actuarial, operations and technology on projects as requested. Contribute to risk management publications. Prepare claim summaries and other reports as necessary for management. Present severity claims to senior executives in large loss meetings. Meet with existing or prospective clients and brokers. Attend relevant industry conferences/meetings. Assist in training of claims associates. Comply with CMS reporting.

**Requirements:** A minimum of 3 years' experience for the Claims Analyst, a minimum of 5 years' experience for the Senior Claims Analyst handling psychiatric liability insurance claims or related relevant experience. Experience handling specialty lines claims is strongly preferred. Four-year college degree is required. JD is preferred. Knowledge of issues underlying psychiatric/medical claims and coverage issues. Excellent negotiation and communication skills. Technical writing experience. Proficient with Microsoft Office products and internet research. Ability to accurately and timely analyze coverage and instruct and collaborate with counsel regarding litigation strategy and claim resolution, and resolve claims and otherwise act within the scope of delegated authority. Work requires the ability to quickly and accurately read, comprehend, analyze and produce written materials and to use a computer for long periods of time. Some travel required.

Go to <http://www.awac.com/careers-us> and apply through the career portal.

**(73) Allied World**

**Vice President, Property-Latin America**

**Miami, FL**

As of November 1, 2014

**Description:** JOB SUMMARY: Creation, Implementation and maintenance of the strategic direction of Property's Latin American & Caribbean book of business so as to meet projected profitability, gross written premium and expense goals. RESPONSIBILITIES: Development and execution of a business plan for the management and expansion of Property in Latin America and the Caribbean. Work with senior management with respect to strategic and financial planning, budgeting, and reporting. On a monthly and quarterly basis, provide a review of the portfolio's development against original projections and profitability to senior management. This includes the monitoring of submissions, claim developments, PML analysis on portfolio and cash-flow of bound contracts throughout period. Continually monitor the portfolio with particular attention paid to geographic areas that present catastrophic exposures. Management and oversight of all Property Underwriters and related staff for their activities. Management of Underwriting staff includes, but is not limited to hiring and termination, delegation of duties and special projects, performance and salary reviews, as well as training and development. Administer underwriting guidelines, systems and procedures including overseeing use and development of policy forms and endorsements. Maintain a direct participation in the underwriting of the book of business, coordinating the underwriting process, providing direction and leadership to team members and acting as a referral contact for underwriting staff as necessary. Liaise with Actuarial department to develop premium benchmarking and pricing models, and to identify renewal rate trends. Conduct pre-quote and mid-term underwriting audits as needed. Examine and certify account analysis completed by the members of the underwriting team. Supervise Underwriting Assistants and Assistant Underwriters to ensure information is input into the in-house system in an accurate and timely manner. Coordinate with Internal Audit department to monitor compliance with all underwriting and administrative guidelines. Liaise with Claims, Accounting, IT, Reinsurance and Legal departments as appropriate. Review and analyze underwriting slips and contracts. Prioritize and evaluate submissions in order to identify those accounts that provide the greatest opportunity for profit consistent with the business plan and corporate profit objectives. Evaluate proposed and insured program terms and structures in conjunction with Actuarial staff to meet corporate profitability targets. This includes setting appropriate terms and conditions according to the Company's business strategy on all quoted business. Exercise proper underwriting pricing and discipline to meet profitability goals by complying with underwriting guidelines, systems and procedures. This includes identifying and pricing of risk related exposures and coverage analysis. Negotiate with brokers and clients for new and renewal business as necessary. Authorize quotes/binders/invoices as appropriate. Marketing and servicing of existing and potential clients. This includes regular meeting with key brokers, and insureds to discuss production, service and other topics relative to division operations. Expand existing portfolio of business by developing existing relationships and new prospective clients. Work with clients to develop new insurance products. Attend client/broker meetings, important industry conferences and seminars, meals and other social outings as applicable. Maintain

overview of markets and industry developments to optimize the underwriting and portfolio strategy. Compliance with all company legal requirements. This includes adhering to the Sarbanes-Oxley Act, Economic and Trade Sanctions clauses and the International Anti-Bribery Act.

**Requirements:** University degree. Professional designation such as CPCU, ACII or similar is a plus. Fluent in Spanish and English; the ability to speak and read Portuguese is a plus. Ability to travel extensively (including overnight travel) in Latin America and the Caribbean and work outside of normal office hours as required. Extensive knowledge in Latin American and Caribbean domiciled business with a minimum of 10 years of experience underwriting Property risks. Extensive knowledge of the legal and regulatory environment in Latin America and the Caribbean. Knowledge of Latin American and Caribbean Property policy terms and conditions. Experienced in rating and pricing Latin America and Caribbean Property business. 10 years supervisory experience. Established relationships with Latin American and Caribbean brokers/markets/companies. Successful track record in developing and maintaining a Latin American and Caribbean insurance portfolio. Strong negotiation skills. Proficiency in Microsoft Office Suite (Excel, Word and PowerPoint). Strong communication (both written and verbal) and interpersonal skills. Strong attention to detail and quantitative skills. Ability to work to deadlines and prioritize tasks.

Go to <http://www.awac.com/careers-us> and apply through the career portal.

**(74) Ameriprise Financial**

**Associate Counsel – Insurance**

**Minneapolis, MN**

As of November 11, 2014

**Description:** This Attorney will support Ameriprise Financial’s affiliated life and P&C personal lines insurance companies Corporate Governance, Financial, Regulatory and Statutory Reporting Functions and General Insurer Operations. The position reports to the Vice President and Group Counsel for Insurance & Annuities. Responsibilities: Providing legal advice, conducting legal research and making related regulatory filings on insurer Corporate Governance, insurance company investment policies, Model Holding Company Act laws (e.g., ORSA and ERM). Manage relationship with insurers’ financial regulators and handle informal and formal inquiries and filings. Proactively manage, update and file, as needed, the insurers’ inter-company agreements. Partner with other GCO lawyers and

compliance professionals on a range of issues including regulatory inquiries, financial or other matters as may be assigned. Proactive regulatory and industry outreach on all areas of responsibility. Serving on industry trade committees (ACLI, LICONY or PCI), as requested to support business leaders. Monitor and analyze proposed laws and regulations in areas of responsibility; selectively engage in advocacy at federal and state levels. The ability to gain credibility and develop strong working relationships with business partners and colleagues. Excellent communication, interpersonal, problem-solving and negotiation skills are also critical to success in this position.

**Requirements:** Required Qualifications: JD required and must be admitted to practice law in Minnesota or eligible for admission without exam or as House Counsel. 3+ years of experience as a practicing attorney at an insurance company or in a law firm supporting the insurance industry. Knowledge and understanding of life insurance and/or P&C insurance, with a background in finance, insurer regulation and/or corporate governance preferred. Strong research, contract drafting and negotiation skills. Proactive and creative problem solver. Exceptional verbal and written communication skills. Ability to collaborate, communicate, and influence across all levels of the organization, including senior levels, and to build trust and maintain productive working relations with business, legal and compliance colleagues. Preferred Qualifications: Knowledge and understanding of: insurer financial regulation; corporate governance; laws and regulations relating to insurance holding companies and governance thereof; and insurance company investment policies. Expertise in insurance marketing laws and regulations, P&C personal lines, life insurance and/or annuities product and/or operational, a plus.

Contact Aditi Gupta at 612.678.2952 or [aditi.gupta@ampf.com](mailto:aditi.gupta@ampf.com). Interested candidates can apply via link: <http://goo.gl/XxTv6X>

**(75) Crystal & Company**

**Account Executive**

**New York, NY**

As of November 4, 2014

**Description:** To independently manage a network of international clients and brokers to ensure availability of resources outside the United States to meet domestic clients' needs.

**Requirements:** Build and manage assigned international accounts with responsibility for global service. Manage client relationships to understand client goals and expectations. At the start of the renewal process, approximately four months out from renewal date, explore and understand issues facing client organizations and the client's claim history, both of which may impact on the types and amount of coverage sought. Analyze risks facing the client. With guidance from senior team members, solicits renewal business to various markets and maintains a productive relationship with company Underwriters and staff. Market and execute renewals in a timely manner. Generate accurate renewal rates, terms, conditions, and surplus lines filings. Work with senior staff and Producers to ensure client satisfaction. Manage underwriter relationships to ensure understanding of client goals and expectations. Develop and manage a network of international brokers to ensure availability of resources outside the United States to meet domestic clients' needs. Prepare and produce relevant elements of presentations for client meetings, which are professional and properly represent the company. Ensure the integrity of electronic data by maintaining the various company information systems on an ongoing basis, while maintaining compliance with Quality Control policies and procedures. Prepare schedules of insurance, renewal letters, certificates, auto ID cards, and similar documentation. Maintain system reports and rectifies open items in a timely manner. Support other members of the team with client servicing activities as needed. Participates in cross-training / development opportunities to learn additional skills and develop personal competencies. Perform other duties as assigned.

Contact Robert Crafa at 212.504.5944 or [recruiting@crystalco.com](mailto:recruiting@crystalco.com)

**(76) Frenkel & Company**

**Account Executive**

**New York City, NY**

As of November 13, 2014

**Description:** Manage the account life cycle: pre-renewal, renewal, post renewal and stewardship. Gather renewal exposure information from the client and loss data from past carriers. Prepare coverage specifications for underwriters. Managing day to day account transactions including additions, deletions of vehicles, acquisitions, exposure and market analysis and program recommendations with intensive client interaction.

**Requirements:** 3+ years' brokerage experience preferable in an Account Manager role or Account Executive role.



Knowledge of automobile, general liability, workers' compensation, property, crime, inland marine, fiduciary and related lines of business. Knowledge of the insurance carriers, i.e., Chubb, Fireman's Fund, One Beacon, Hartford, Travelers, AIG, CNA, XL, Zurich etc.

Contact Adam Glick at 212.488.0390 or [aglick@frenkel.com](mailto:aglick@frenkel.com)

**(77) Frenkel & Company**

**Marine Account Executive**

**New York City, NY**

As of November 13, 2014

**Description:** You will be responsible for managing, retaining and growing a diverse book of Marine business through providing exceptional and innovative customer service and facilitating relationships between our firm, the carrier and clients. Manage the account life cycle: pre-renewal, renewal, post renewal, stewardship and visiting client as needed. Administration of premium plans including retrospective adjustments, high deductible plans, sliding scale dividend plans and audit adjustments. Policy Administration: Checking policies, coverage analysis, checking endorsements and due diligence review for clients during mergers and acquisitions. Prepare and present stewardship reports outlining previous accomplishments and planning objectives for the future. Manage day to day account transactions including additions/deletions of vehicles, property acquisitions, exposure changes, contract reviews, coverage analysis and program recommendations with intensive client interaction.

**Requirements:** 6+ years' brokerage experience. Knowledge of automobile, general liability, workers' compensation, property, crime, inland marine, fiduciary and related lines of business. Knowledge of the insurance carriers, i.e., Chubb, Fireman's Fund, One Beacon, Hartford, Travelers, AIG, CNA, XL, Zurich, etc.

Contact Adam Glick at 212.488.0390 or [aglick@frenkel.com](mailto:aglick@frenkel.com)

**(78) Krauter & Company**

**Senior Property Broker**

**New York, NY**

As of November 3, 2014

**Description:** The Senior Property Broker opportunity is in our New York City office. The person in this role is responsible for the placement of a client's risk within the insurance and risk marketplace, and will negotiate with markets to obtain most competitive terms, conditions, coverage, and pricing for a client and is involved in client communications and presentations.

**Requirements:** Develops strong working relations with carriers and or Underwriters to create innovative approaches to unique client needs and develops client specific marketing plan. Utilizing risk expertise and knowledge of industry and insurance market place, reviews client exposures and loss experience. Assesses needs of clients and develops solutions to various risk situations. Submits coverage specifications and obtains quotes from carriers, binds coverage and is responsible for the accuracy of programs they have bound. Keeps abreast of changing insurance and risk market conditions and informs Client of major developments affecting various types of coverage. Works closely with Producers to support client retention and new business opportunities. At least 10 to 15 years of insurance brokerage and servicing experience. Independently handles complex accounts. Possess strong knowledge of insurance and risk marketplace including financial strength and risk appetite. Has superior technical, financial, written and verbal skills.

Contact Andre Eichenholtz at 212.596.3404 [aeichenholtz@krautergroup.com](mailto:aeichenholtz@krautergroup.com)