

# Job Postings

*June 15, 2017*

## WHO'S HIRING?

88 P&C Open Jobs are posted here from Allied World Insurance Company, EPIC, OneBeacon Insurance; as well as Hollinger Jobs and International Insurance Consultants. Job Postings from Risk Management departments and Insurance Buyers are posted here at no charge.

### **RECRUITERS' JOBS APPEAR FIRST BELOW FOLLOWED BY DIRECT POSTERS BEGINNING WITH JOB #84**

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

### **EMPLOYERS: POST A JOB**

**Job Postings are free for Advisen.com clients, Risk Management departments, and Insurance Buyers.** [Post a job](#) 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 Insurance Company
- EPIC
- OneBeacon Insurance

### **WHICH RECRUITERS ARE POSTING JOBS?**

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

## 88 JOB POSTINGS FOR MID-JUNE 2017

### ADVISEN'S EXECUTIVE SEARCH DIRECTORY

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

#### **International Insurance Consultants**

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 [rm@iicuri.com](mailto:rm@iicuri.com)

### INSURANCE RECRUITING POSITIONS

#### **(1) Commercial Account Executive – Entertainment New York City**

Posted by Hollinger Jobs as of 6/12/17. The client a large retail brokerage firm is seeking a Commercial Account Executive to service and act as client adviser for an existing book of Commercial Lines Entertainment business. The qualified candidate will have a proven background in servicing multi line commercial accounts, including entertainment business. The ideal candidate will have 5-10yrs experience in a retail brokerage environment, and will have serviced, marketed, and rounded out accounts. Candidates should have experience with Sagitta and/or AMS 360 systems. A 4-year college degree is expected, industry designations a plus. Compensation will be dependent upon experience, \$60K - \$75K plus full benefits package.

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

#### **(2) Cyber / Technology Professional (Compensation Open) New York, NY**

This "A" Rated carrier is part of a diverse Fortune 500 company and has a very capable management team, known for building companies and excelling in profitable growth. They are searching for a cyber/technology professional for their NYC location that knows the cyber market and can understand complex cyber. The opportunity is very broad in its skill requirements and could be for someone that could

be an individual contributor working with their team or a skilled professional capable of heading their cyber unit. The operation has a focus on small to mid-size accounts and will be predominantly working with non-admitted business. Knowledge of the wholesale brokers would be a plus. This operation is in an expansion mode with many of their business segments and the opportunity to grow within their organization is tremendous. Compensation is open and will be based on skills and experience.

If you have strong cyber skills and interested in working on a national landscape, then please call Rick Mockel at 954.421.0122 or send your resume to [rick@iicuri.com](mailto:rick@iicuri.com).  
[www.insurancerecruitersusa.com](http://www.insurancerecruitersusa.com)

### **(3) Excess Casualty Underwriter New York City**

Posted by Hollinger Jobs as of 6/12/17. "A+" property and casualty insurance carrier in strong financial standing is seeking a Senior Level Excess Casualty Underwriter. The appropriate candidate will have 5-15 years of direct excess and surplus lines commercial underwriting (GL, Auto, Umbrella) as well as a proven track record developing and establishing wholesale brokerage relationships. Responsible for underwriting a profitable book of excess business. College degree preferred. Insurance Designations a plus and highly preferred. Exact job title dependent upon level of experience. \$125K - \$190K depending upon experience level, bonus, full benefits package. Candidates commutable to Westchester County/Fairfield County, CT.

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

### **(4) Property Underwriting Manager – Lloyds Business (DOE) Maryland**

Posted by Hollinger Jobs as of 6/12/17. Long standing and well-structured MGA and wholesale brokerage operation writing and placing excess and surplus lines business in multiple states is seeking a Property Underwriting Manager for Lloyds Business. This is an in-house underwriting manager/underwriter opportunity to be housed in Northern Maryland responsible for the underwriting, production and overall profit of the property book. Supervise an underwriting team of 2-3 with a focus on developing small to mid-size accounts. The qualified property underwriting leader will have direct and extensive background with Lloyds Property underwriting by possessing a thorough underwriting expertise of the Lloyds Property market, negotiating contracts with London brokers and syndicates, has experience with Lloyds property binding authorities, understands and has prepared property claims and premium bordereau's, has underwritten and placed Lloyd's property business within contracts and in the

open market, has visited Lloyd's and can function as a competent and respected inside Underwriting Manager for this sizeable book of Lloyd's Property business. Compensation/base salary will be determined according to experience level including performance bonus, full benefits which include medical, dental, eye, 401K, ST and LT disability, etc.

Qualified Property Underwriting Managers can submit their resume in confidence to Jim Lieberman, EVP 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. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

### **(5) Wholesale Broker (\$ - Whatever it Takes)**

#### **Florida**

Highly successful wholesaler with deep pockets seeks to grow their Florida operation. They are flexible regarding location and provide all the tools and resources needed to do your business. They have devoted significant capital to build out Florida and will pay all expenses. They seek wholesale Brokers/Producers that have a following of agents and will hire and build you a support team. If you have a team you can bring them with you. They can handle the largest risks available and have the experts to provide any necessary specialty resources.

For more information, please contact Glenn Wootton at 954.421.0122 or [glenn@iicuri.com](mailto:glenn@iicuri.com). [www.insurancerecruitersusa.com](http://www.insurancerecruitersusa.com)

### **(6) Wholesale Broker / MGA – Underwriter Work from Home**

#### **New England**

Posted by Hollinger Jobs as of 6/12/17. Established wholesale broker and MGA with multiple locations and territories is seeking a Wholesale Broker/MGA Underwriter to write new business throughout the New England Region. The qualified candidate must have excess and surplus lines experience as a broker or MGA underwriter with retail agency relationships in the New England Region. This can be a work from home arrangement. Base salary (depending upon experience), bonus and full benefits package. College degree preferred. P&C License required.

Qualified E&S professionals should submit their resume in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

### **(7) Specialty Business Opportunity – MGA Equity Available (\$200K - \$300K)**

Our customer is a global, privately held insurance organization with roughly \$2 billion in

assets. The organization currently has a strong presence in Europe, the Middle East, Africa and LATAM. They are focused on expanding their presence in the U.S. One of their strategies is to invest in an MGA model that evolves around a top tier expert in a niche product or industry that can create an opportunity to write premium. They prefer to be located in the Southeast, but are flexible depending on the opportunity. If you are recognized as the top 90 percentile in your space, have the drive and creativity to start something (or restart), than this may be the right organization. If you have contacts in the carrier world that can give paper, that would be a big advantage. Equity/equity/equity.

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)

### **(8) Brokerage Marine Ocean Cargo Manager (\$200K - \$250K +)**

#### **NYC**

Posted by Hollinger Jobs as of 6/12/17. The client, a National broker with an established Ocean Marine practice and offices in the NY area, seeks a leader to manage their Ocean Cargo team and drive Cargo business and Client services. We seek an experienced individual with brokerage or carrier management background and solid knowledge of the full spectrum of ocean marine business, specifically complex cargo accounts. Responsibilities include supervision of staff, interaction with producers, and client interface for new business prospects and renewals. This is a collegial, professional culture working with an excellent team. BA or MBA is expected and insurance designations are a plus. Overall compensation is open and will reflect both experience and skill sets; target base is \$200K - \$250K plus appropriate incentives and full benefits package.

Please submit your resume in confidence to John R. Huttner, President, David J. Hollinger Associates / Hollinger at [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com), or call John at 1-732.247.5656. Additionally, you may reach out to James A. Lieberman, Executive Vice President at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or Catarina Caulfield, Sr. 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.

### **(9) Brokerage VP Group Benefits (\$200K - \$250K)**

#### **NYC Area**

Posted by Hollinger Jobs as of 6/12/17. Well-established broker with solid infrastructure needs a Senior Group Benefits Specialist with experience in large, complex accounts of 1000 + lives. This is a consequential client interface role, requiring strong technical knowledge and analytical skills, along with the interpersonal/leadership skills necessary to deal with corporate BOD, C-level Executives, senior and mid-management level professionals, HR/RM professionals, as well as, additional stakeholders. This position is designed for a strong self-motivator who can both work autonomously and as part of

a team, with a mix of on-site and work from home possibilities. Experience should include knowledge of multiple state laws, ACA issues, open enrollment, self-funded and minimum premium funded accounts, along with conventionally insured accounts. The ideal candidate will have 10 or more years of broad group insurance experience handling all group products, including ancillary coverages, a bachelor's degree or advanced degree, and a Life & Health Brokers License. Knowledge of collective bargaining/labor issues is a plus. Compensation is \$200K - \$250K base, DOE plus incentives and benefits.

Qualified Group Benefits Leaders can submit their resume in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

### **(10) MGA / Wholesaler Executive (\$200K - \$250K plus Bonus)**

#### **Pennsylvania**

They are currently conducting a search for a Wholesaler or Underwriter that has a following with, or likes working with, Agents. This is an opportunity to run an established business with an equity component. Construction or program experience will be a plus. The candidate will have responsibility for growing the business and leading a team of underwriters while pursuing opportunities with wholesalers that play in construction niches. This organization is established and recognized in the program arena and have several successful programs in house, but they need a leader. Experience working with retailers is key.

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)

### **(11) Excess Casualty Manager (\$200K - \$240K + Bonus & Stock)**

#### **New York**

Top 40 P&C company with strong financial ratings and large surplus position seeks casualty executive to lead a division in their NY region. This operation targets companies \$200 million in revenue and less. These firms typically buy excess casualty coverage \$25 million or less. This spot will have responsibility for the East Coast team but not New England. Solid relationships with wholesalers and an appetite to develop business is required.

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) VP Underwriting / CUO (\$200K + Bonus & Equity)**

#### **NJ / NY**

This is a highly-respected brand with consistently profitable results. The candidate must have a strong commercial underwriting background in admitted primary business that likely is middle market segment and is driven through retail agencies. The candidate



must have a proven track record of leadership and be intellectually curious, passionate about continuing to move forward, improving the business along the way. This role will set policy, guidelines, working with excellent leadership to set and then implement business strategy. This is an opportunity to have impact and make a difference.

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)

### **(13) Inland Marine Underwriting Director (To \$190K) NYC**

Posted by Hollinger Jobs as of 6/12/17. "A+" global carrier is seeking an Underwriting Director-Inland Marine for NYC. The Director will take an active leadership role in partnering with the Vice President (Inland Marine) to develop and implement underwriting strategy that identifies profitable market opportunities, new product development, positive agent relationships, operational requirements and financial assessments. The Underwriting Director will also be responsible for hiring and directing the day-to-day activities of the underwriting staff. Additional responsibilities include: establishing and communicating underwriting profit goals and other measurements including loss ratio, new business development, policy count, account retention, etc.; analyzing individual risks and book of business results to manage and control underwriting exposure and pricing strategy consistent with company objectives; providing leadership and advice to staff in regard to underwriting risks; partnering with the Vice President to develop strategies and actions to resolve adverse trends or deviations from established underwriting standards identified through producer and account review audits; conducting Development Reviews and engage direct reports in developmental and skill building opportunities; participating in the recruitment and selection process to ensure the organization has the necessary talent to accomplish business goals; collaborating with internal and external business units to develop joint business plans, value propositions and cross-marketing programs; cultivating and maintaining relationships to develop and drive new business and programs, including representing the company at networking functions and other industry-related events that present and promote departmental initiatives to other external constituencies as appropriate. Successful candidates will have 10 or more years of industry experience underwriting and marketing inland marine business, as well as, proven background leading and mentoring underwriters. Strong technical, business development, computer and communication skills are a must. Bachelor's degree and continued industry designations (CPCU, AU, AMIM) are expected. Compensation to \$190K including bonus, full benefits package.

Qualified inland marine underwriting leaders can submit their resume in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656.



**(14) Inland Marine Underwriting Director (To \$190K)  
Southern California**

Posted by Hollinger Jobs as of 6/12/17. "A+" global carrier is seeking an Underwriting Director-Inland Marine for the Southern California Region. The Director will take an active leadership role in partnering with the Vice President (Inland Marine) to develop and implement underwriting strategy that identifies profitable market opportunities, new product development, positive agent relationships, operational requirements and financial assessments. The Underwriting Director will also be responsible for hiring and directing the day-to-day activities of the underwriting staff. Additional responsibilities include: establishing and communicating underwriting profit goals and other measurements including loss ratio, new business development, policy count, account retention, etc.; analyzing individual risks and book of business results to manage and control underwriting exposure and pricing strategy consistent with company objectives; providing leadership and advice to staff in regard to underwriting risks; partnering with the Vice President to develop strategies and actions to resolve adverse trends or deviations from established underwriting standards identified through producer and account review audits; conducting Development Reviews and engage direct reports in developmental and skill building opportunities; participating in the recruitment and selection process to ensure the organization has the necessary talent to accomplish business goals; collaborating with internal and external business units to develop joint business plans, value propositions and cross-marketing programs; cultivating and maintaining relationships to develop and drive new business and programs, including representing the company at networking functions and other industry-related events that present and promote departmental initiatives to other external constituencies as appropriate. Successful candidates will have 10 or more years of industry experience underwriting and marketing inland marine business, as well as, proven background leading and mentoring underwriters. Strong technical, business development, computer and communication skills are a must. Bachelor's degree and continued industry designations (CPCU, AU, AMIM) are expected. Compensation to \$190K including bonus, full benefits package.

Qualified inland marine underwriting leaders can submit their resume in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656.

**(15) Senior Inland Marine Underwriter (To \$190K)  
NYC / Northeast**

Posted by Hollinger Jobs as of 6/12/17. "A+" global carrier is seeking a Senior Underwriter-Inland Marine for the Northeast Region. The Senior Underwriter will take an active leadership role in partnering with the Vice President (Inland Marine) to develop and implement underwriting strategy that identifies profitable market opportunities, new product development, positive agent relationships, operational requirements and financial assessments. The Senior Underwriter will also be responsible for hiring and

directing the day-to-day activities of the underwriting staff. Additional responsibilities include: establishing and communicating underwriting profit goals and other measurements including loss ratio, new business development, policy count, account retention, etc.; analyzing individual risks and book of business results to manage and control underwriting exposure and pricing strategy consistent with company objectives; providing leadership and advice to staff in regard to underwriting risks; partnering with the Vice President to develop strategies and actions to resolve adverse trends or deviations from established underwriting standards identified through producer and account review audits; conducting Development Reviews and engage direct reports in developmental and skill building opportunities; participating in the recruitment and selection process to ensure the organization has the necessary talent to accomplish business goals; collaborating with internal and external business units to develop joint business plans, value propositions and cross-marketing programs; cultivating and maintaining relationships to develop and drive new business and programs, including representing the company at networking functions and other industry-related events that present and promote departmental initiatives to other external constituencies as appropriate. Successful candidates will have 10 or more years of industry experience underwriting and marketing inland marine business, as well as, proven background leading and mentoring underwriters. Strong technical, business development, computer and communication skills are a must. Bachelor's degree and continued industry designations (CPCU, AU, AMIM) are expected. Compensation to \$190K including bonus, full benefits package.

Qualified inland marine underwriting leaders can submit their resume in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

### **(16) Senior Inland Marine Underwriter (To \$190K) San Francisco**

Posted by Hollinger Jobs as of 6/12/17. "A+" global carrier is seeking a Senior Underwriter-Inland Marine for the West Coast. The Senior Underwriter will take an active leadership role in partnering with the Vice President (Inland Marine) to develop and implement underwriting strategy that identifies profitable market opportunities, new product development, positive agent relationships, operational requirements and financial assessments. The Underwriting Director will also be responsible for hiring and directing the day-to-day activities of the underwriting staff. Additional responsibilities include: establishing and communicating underwriting profit goals and other measurements including loss ratio, new business development, policy count, account retention, etc.; analyzing individual risks and book of business results to manage and control underwriting exposure and pricing strategy consistent with company objectives; providing leadership and advice to staff in regard to underwriting risks; partnering with the Vice President to develop strategies and actions to resolve

adverse trends or deviations from established underwriting standards identified through producer and account review audits; conducting Development Reviews and engage direct reports in developmental and skill building opportunities; participating in the recruitment and selection process to ensure the organization has the necessary talent to accomplish business goals; collaborating with internal and external business units to develop joint business plans, value propositions and cross-marketing programs; cultivating and maintaining relationships to develop and drive new business and programs, including representing the company at networking functions and other industry-related events that present and promote departmental initiatives to other external constituencies as appropriate. Successful candidates will have 10 or more years of industry experience underwriting and marketing inland marine business, as well as, proven background leading and mentoring underwriters. Strong technical, business development, computer and communication skills are a must. Bachelor's degree and continued industry designations (CPCU, AU, AMIM) are expected. Compensation to \$190K including bonus, full benefits package.

Qualified inland marine underwriting leaders can submit their resume in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

### **(17) Senior Excess Casualty Underwriter (To \$180K)**

#### **NYC**

Posted by Hollinger Jobs as of 6/12/17. "A+" property and casualty insurance carrier is seeking a Senior Excess Casualty Underwriter as an addition to their existing staff. Responsible for writing and marketing all commercial excess casualty business. 12 or more years direct excess casualty underwriting for a variety of industries, coming from an insurance carrier and/or mix of wholesale brokerage/MGA and current excess casualty carrier background. Proven and established wholesale brokerage relationships in the NYC/Northeast Region prepared to do business with the successful underwriter and carrier client. College degree required. Designations (CPCU, CIC, etc.) highly desirable and preferred. To \$180K base salary depending upon experience level, benefits package/incentives plan.

Qualified excess casualty underwriters can submit their resume in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656.

### **(18) CUO Commercial Surety (\$175K - \$250K)**

#### **Northeast**

This is an "A" rated insurance company that has a respected branch and is profitable. This organization has a quality portfolio and a balanced approach to new business and ROE. The candidate must have a strong underwriting pedigree in commercial surety specifically. This is not a construction focused shop. They will consider experience from both lines, but are not expanding in "bricks and sticks." This position

will be part of the leadership team and represent underwriting in the strategic decisions about the company. Be part of a high-quality team and a dynamic company. The candidate will set guidelines, direction, standards, delegate authority, be in on reinsurance relations, etc.

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)

**(19) Excess Casualty Underwriting Pro (\$175K - \$225K Base + Bonus & Stock)  
NY and Los Angeles**

Global P&C group with very established specialty business seeks three seasoned excess casualty underwriters. These positions are for veteran, seasoned underwriters that enjoy working with the brokers. This is a lead position in a company that targets Fortune 1000 risks delivered but the risk management divisions of the big retail brokers. Typical risks are 25x or 50x 50 for casualty business. We have these positions in NY and Los Angeles.

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)

**(20) CUO Commercial Lines (\$175K - \$220K + Bonus & Equity)  
Pacific Northwest**

Top 40 carrier seeks executive to lead their underwriting division. This regional carrier plays in the middle market through the independent agency system. Responsibilities include developing the corporate underwriting strategy, managing the team and implementing the plan. This will involve guidelines, appetite and appointing underwriting authorities and controls. The candidate must have analytics and predictive modeling team and tools to manage the oversight of product development, quality reviews, underwriting audits and compliance. Additionally, as part of the senior leadership team, set corporate and field underwriting training.

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)

**(21) AVP, Risk Management Accounts (To \$175K +)  
Nassau County / Long Island / Queens**

Posted by Hollinger Jobs as of 6/12/17. Large full service retail brokerage with national account platform is seeking an AVP, Risk Management Accounts, responsible for the servicing, account management and marketing strategy for new business as well as renewals (assigned clients). The qualified senior level AE will have 10 or more years of experience providing client advisement and strong customer service to larger risk management accounts, including strong knowledge of cash flow programs, i.e., large deductibles, self-insured retentions, captives and other similar programs. Responsible for analyzing prospective cash flow programs and making recommendations based on program comparisons and review of operating details. Experience servicing a

broad range of commercial products and industries (i.e., real estate, construction, manufacturing, etc.). Senior Level Account Executives should have large or global brokerage background, and/or mix of large risk management underwriting from a national or global carrier and brokerage experience. Strong Risk Management Team in place including Account Executives and Associate Account Executives. Must be computer literate with a proficiency in Word, Excel and Powerpoint. College degree preferred, CPCU and/or other professional designations a plus. P&C License required. Compensation \$175K DOE including incentives and full benefits package. Depending upon experience, this can be a VP Level position with increased compensation package.

Qualified Account Executives/Underwriters with risk management account background should submit their resume in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

## **(22) RVP (\$175K + Participation)**

### **Midwest**

This opportunity is for a commercial lines business leader. Our customer is an "A" rated insurance company that uses the agent/broker distribution channel. Your experience could come from underwriting in GL/Auto/WC/Packages - considered middle market but you must have demonstrated P&L experience. The candidate will be responsible for profitability running and growing this Midwest region. The business is successful but has much room for growth and development. This is a highly collaborative environment that supports and believes in entrepreneurship and accountability. Be a leader in a winning organization – be proud of the accomplishments of the team – grow, build and participate in their success.

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)

## **(23) Senior Casualty Broker / AVP (\$175K)**

### **Nassau County Long Island**

Posted by Hollinger Jobs as of 6/12/17. Well established retail brokerage with national platform is seeking a Senior Casualty Broker/AVP to provide customer service, account management, placement of business and marketing of new and renewal business. The qualified candidate will have detailed experience with account management/placement of large commercial risks, including first hand expertise with cash flow programs, large deductibles, retros, sir's, etc. The Sr. Broker will provide detailed account management and client advisement with direct involvement with new business development and marketing of renewals. Leadership experience preferred as the Senior Broker will be working with account management teams. 10 or more years of direct large risk management account background coming from the



brokerage and/or insurance carrier side as a large commercial lines account underwriter looking to move to a brokerage firm handling risk management accounts. \$175K + including full benefits package. Long Island or Queens residence only.

Qualified candidates should submit their resume in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

**(24) Brokerage Commercial Lines Manager (\$150K - \$200K)  
Westchester / Rockland County / Lower CT**

Posted by Hollinger Jobs as of 6/12/17. Expanding property and casualty insurance retail brokerage with multiple locations is seeking a senior executive for a new managerial role develop and run the Commercial Lines Division. The Manager is responsible for oversight and leadership of the commercial accounts group, including all service marketing, business development, and customer service work. Experience in hiring, training, and mentoring the commercial lines staff and general day to day commercial lines operations is a must. Qualified candidates should have Familiarity with real estate, municipalities and large commercial accounts and 10-15 years of commercial lines experience including management with either a broker or a carrier. The appropriate candidate should possess a strong commitment to customer service, relationship building and staff development, along with proficiency of various insurance software as well as Microsoft Office Suite products. Degree preferred, Property & Casualty License required. Additional Designations, including CPCU, ARM, RPLU strongly preferred. \$150K - \$200K base salary depending upon experience level, bonus/incentives, full benefits package.

Please submit resumes and referrals in confidence to Cat Oliveira Caulfield, Sr. Insurance Recruiter at [ccaufield@hollingerjobs.com](mailto:ccaufield@hollingerjobs.com), or Jim Lieberman, Executive Vice President at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or John R. 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.

**(25) Group Benefits - Senior Account Executive / Brokerage (\$150K - \$200K)  
NYC Area**

Posted by Hollinger Jobs as of 6/12/17. Well-established broker with solid infrastructure needs a Senior Group Benefits Account Executive with experience in large, complex accounts of 1000 + lives. This is a consequential client interface role, requiring strong technical knowledge and analytical skills, along with the interpersonal/leadership skills necessary to deal with corporate BOD, C-level Executives, senior and mid-management level professionals, HR/RM professionals, as well as, additional stakeholders. This position is designed for a strong self-motivator who can both work autonomously and as part of a team, with a mix of on-site and work from home

possibilities. Experience should include knowledge of multiple state laws, ACA issues, open enrollment, self-funded and minimum premium funded accounts, along with conventionally insured accounts. The ideal candidate will have 10 or more years of broad group insurance experience handling all group products, including ancillary coverages, a bachelor's degree or advanced degree, and a Life & Health Brokers License. Knowledge of collective bargaining/labor issues is a plus. Compensation can be 1\$50K - \$200K base, DOE plus incentives and benefits.

Qualified Group Benefits Leaders can submit their resume in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

### **(26) Strategic Marketing – Technology / E-commerce (\$150K - \$200K)**

#### **Mid – Atlantic**

This is an "A" rated commercial insurance carrier that has a good reputation but is relatively small and growing. This position will be part of the leadership team and report to the President. The candidate will have a diverse responsibility in brand management, social media, website design/ management, and the ultimate guidance to e-commerce as traditional agency delivered insurance methodology meets technology of the 21<sup>st</sup> century. This is an opportunity to have real impact on a major global organization through one of its operating companies. If you are talented and passionate this will be a true greenfield opportunity to be able to impact this company and have continuing opportunities to grow within the bigger group.

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) Human Resources Officer (\$150K - \$175K + Bonus & Equity)**

#### **Mid – Atlantic**

This is an opportunity with an A rated insurance company. The candidate will be the lead HR executive reporting to the President and will be responsible to set the strategy and then execute it. The candidate must have experience in managing an HR function (in this case, you will have one report to start), which would include HR fundamentals: payroll, benefits, compensation, employee relations and on-boarding. These are part of the responsibilities, but the differentiation will be the candidate's ability to be the business partner in the executive leadership team that represents HR. The candidate will have a seat at the table in setting strategy for this small but growing enterprise. This position will enable other line executives to be high performers.

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)

### **(28) Property CAT Underwriting Lead (\$150K - \$175K)**

#### **Location Open**



This is an opportunity with a dynamic privately held organization that is building businesses in the U.S. They have a growing brand, capital and an appetite to continue to expand. This position will help them build a commercial lines underwriting center that will include as a lead product "coastal property cat" exposed businesses. They have paper to write business from Texas to Maine. The candidate's experience must be strong technical underwriting for commercial business with a cat exposure, but also has client facing skills. This role will also interact with the agency force.

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)

### **(29) VP Operations / Administration (\$150K - \$175K)**

#### **Charlotte, NC / Fort Lauderdale, FL**

This is an opportunity to be part of the nucleus of this growing and dynamic organization. This international firm owns MGAs / MGUs and is continuing to expand in their U.S. footprint. Their current products include property, casualty and A&H products. This position will help bring continuity and process to finance, accounting, underwriting while interacting with I.T. as well. The candidate must be a strong operational professional that is interested in having impact on the direction of their employer. This position will have a seat at the leadership table for input and strategy. This is a very diverse responsibility, the candidate should be able to make adjustments and apply experience for positive outcomes.

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)

### **(30) Regional Manager / Branch Manager (\$150K + Incentives)**

#### **Denver, CO**

This "A" rated commercial insurance company that has a respected brand and is profitable is searching for a Regional Manager of commercial lines. This position will lead the commercial insurance underwriting operation in the mountain region for them. Take the lead of the existing enterprise that has opportunity for growth. The candidate's experience should include commercial underwriting background, but also a demonstrated success in providing leadership to a team of professionals. Additionally, this is a client facing position, you will be the face of the franchise to the agency plant in the region. If you are a quality commercial underwriting professional with either demonstrated management skills or perhaps an aspiring no. 2 this could be an opportunity for you to project your career.

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. Inland Marine Underwriter (\$130K - \$180K)**

#### **Scottsdale**

Posted by Hollinger Jobs as of 6/12/17. "A+" global carrier is seeking a Sr. Inland Marine Underwriter to develop new start up inland marine unit. The Senior Inland Marine Underwriter will take an active leadership role to develop and implement new underwriting strategy that identifies profitable market opportunities, new product development, positive agent relationships, operational requirements and financial assessments. Additional responsibilities include: establishing and communicating underwriting profit goals and other measurements including loss ratio, new business development, policy count, account retention, etc.; analyzing individual risks and book of business results to manage and control underwriting exposure and pricing strategy consistent with company objectives; providing leadership and advice to staff in regard to underwriting risks; partnering with Senior Management to develop strategies and actions to resolve adverse trends or deviations from established underwriting standards identified through producer and account review audits; conducting development reviews and engage direct reports in developmental and skill building opportunities; participating in the recruitment and selection process as the book grows to a profitable level to ensure the organization has the necessary talent to accomplish business goals; collaborating with internal and external business units to develop joint business plans, value propositions and cross-marketing programs; cultivating and maintaining relationships to develop and drive new business and programs, including representing the company at networking functions and other industry-related events that present and promote departmental initiatives to other external constituencies as appropriate. Successful candidates will have 7-10 or more years of industry experience underwriting and marketing inland marine business, as well as, proven background developing new business opportunities. Wholesale and mid to large retail broker relationships preferred. Strong technical, business development, computer and communication skills are a must. Bachelor's degree and continued industry designations (CPCU, AU, AMIM) are expected. Compensation \$130K - \$180K including bonus, full benefits package.

Qualified inland marine underwriting leaders can submit their resume in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

### **(32) Finance Manager (To \$130K)**

#### **Northern New Jersey**

Posted by Hollinger Jobs as of 6/12/17. "A+" property and casualty global insurance carrier with a national platform is seeking a U.S. Finance Manager, reporting to the CFO. The Finance Manager will be responsible for the preparation of financial statements for the U.S. group of companies. This role will also be responsible for managing the accounting and finance work performed by staff as assigned, as it relates to the U.S. companies. Bachelor's degree or equivalent in accounting or related field. Current CA, CPA, ACA or other equivalent accounting designation

required. Thorough and current knowledge of U.S. GAAP. Experience with the SUN GL reporting system would be an asset. Experience with supervising accountants an advantage. Proficiency with the Microsoft Office Suite of applications, particularly MS Excel. Proven organizational and timekeeping skills and a strong sense of attention to detail are essential. Excellent verbal and written communication skills i.e. a thorough command of the English language including excellent spelling, grammar and punctuation. The ability to deal effectively and courteously with clients and colleagues, and to exercise discretion and confidentiality in all matters; and must be able to work outside of normal office hours including evenings, weekends and public holidays if necessary. To qualify, candidates additionally must have a background working in a leadership role (accounting/finance) for a property and casualty carrier, broker, MGA or other property and casualty related experience. Compensation to \$130K base + DOE, bonus plan, full benefits, strong 401K plan, PTO, etc.

Qualified Finance/Accounting Managers can submit their resume in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

### **(33) Manager - E&S Transportation (To \$130K Base)**

#### **Upstate NY / Buffalo**

Posted by Hollinger Jobs as of 6/12/17. Established, long standing wholesale brokerage and MGA with a national platform is seeking a Manager-E&S Transportation to lead, direct and further develop this profitable niche business segment. Manage team of 9 including production team, service and policy issuance team. Develop staff team skills, manage workloads and market relationships. The qualified manager will have 7-10 or more years of managing staff, placing new business, marketing and underwriting commercial auto business. Excess and surplus lines experience required. Proven background developing relationships with retail brokers and agents as well as carrier markets. College degree preferred. P&C License required. Insurance designations (CPCU, CIC, AU) preferred. \$90K - \$130K base depending upon experience level, bonus and benefits package. Position is located in Upstate NY/Buffalo area. Some relocation assistance can be provided for the appropriate candidate.

Qualified E&S transportation managers can submit their resume in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

### **(34) Senior Excess Casualty Underwriter (\$125K - \$190K)**

#### **Southern CT / NYC Region**

Posted by Hollinger Jobs as of 6/12/17. "A+" property and casualty insurance carrier in strong financial standing is seeking a Senior Level Excess Casualty Underwriter. The appropriate candidate will have 5-15 years of direct excess and surplus lines

commercial underwriting (GL, Auto, Umbrella) as well as a proven track record developing and establishing wholesale brokerage relationships. Responsible for underwriting a profitable book of excess business. College degree preferred. Insurance Designations a plus and highly preferred. Exact job title dependent upon level of experience. \$125K - \$190K depending upon experience level, bonus, full benefits package.

Candidates commutable to Westchester County/Fairfield County, CT. Please submit 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.

**(35) Brokerage Marine AE – Ocean Cargo (\$125 - \$150K)  
NYC**

Posted by Hollinger Jobs as of 6/12/17. Well established insurance brokerage seeks a Senior Account Executive to service consequential Ocean/Marine Cargo accounts. The qualified candidate should be growth minded and sales oriented with 10 or more years in commercial retail brokerage handling multinational and captive accounts wherein experience with bulk commodity risks and Stock Throughput policies are the norm. Position requires solid market knowledge and strong negotiation skills including complex submissions and coverage recommendations for large marine cargo accounts. This is a collegial, professional culture working with an excellent team. Degree & designations – BA, is expected MBA, and CPCU are a plus. Compensation is DOE \$125K - \$150K + including incentives/benefits package.

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 1.732.247.5656. 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.

**(36) Brokerage Senior AE (\$125K +)  
NYC / LI**

Posted by Hollinger Jobs as of 6/12/17. Growing boutique broker in the NYC area needs a Senior AE to manage a team of service people, handle accounts, advise on markets and coverage, interface with clients and provide overall supervision of the team. Must have 5-10 or more years of experience in a full spectrum of property and casualty commercial accounts. Some knowledge of professional liability, specialty coverages, and/or personal lines, is a plus. This is a friendly environment that provides an excellent opportunity for an experienced individual to make a significant

contribution to the firm and be rewarded for such. B.A. / B.S. is expected; CPCU, ARM, MBA are a plus. Compensation is \$125K + DOE.

Please submit resumes in confidence to John R. Huttner, President, David J. Hollinger Associates at [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com), or call John at 1.732.247.5656. Hollinger is a member of: (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).

**(37) Coverage Claims Counsel (To \$125K)  
Northern New Jersey**

Posted by Hollinger Jobs as of 6/12/17. "A+" global carrier is seeking an Associate Claims Counsel as part of their Claims Department for commercial complex claims. The qualified attorney will be responsible for the management of all coverage matters arising on reported Commercial Liability, Property, and Ocean Marine claims. Duties include both the handling and supervision of coverage matters including the ultimate determination of the applicability or non-applicability of coverage under insurance policies issued by the carrier. Assists adjusters and specialist in the development of coverage positions and in the handling of non-referred coverage matters, including the preparation of coverage position letters. Maintains detailed records regarding all questions of coverage applicability and referral or non-referral of coverage matters to outside coverage counsel. Develops and maintains coverage manuals providing detailed examples of coverage letters, including reservation of rights and declination letters. Qualifications include: Attorneys only with licensed to practice in New Jersey required. Attorneys can come from private practice or insurance carrier environment in a coverage counsel role. Minimum 5 years commercial coverage background. Base salary to \$125K depending upon experience level, incentives/full benefits, 401K

Qualified attorneys can submit their resume in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

**(38) Multinational Commercial Underwriter (To \$125K)  
Central New Jersey**

Posted by Hollinger Jobs as of 6/12/17. "A+" property and casualty insurance carrier is seeking a Multinational Commercial Underwriter to join their global underwriting team. The qualified underwriter will have 5-10 years minimum of multinational, international or reverse flow commercial underwriting. Strong middle to large market background strongly preferred. Experience with retros, large deductibles a plus. Underwriting background should include new and renewal business underwriting, with experience developing relationships with 2nd and 1st tier brokers. Commercial Underwriters with large account background underwriting national accounts will also be considered. Must have standard primary multi lines or package underwriting background. College



degree preferred. Designations (CPCU, CIC, ARM) a plus. To \$125K base depending upon experience, bonus plan and full benefits package.

Qualified commercial underwriters can submit their resume(s) confidentially to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).

### **(39) Senior Commercial Lines Account Executive (To \$125K)**

#### **New York City**

Posted by Hollinger Jobs as of 6/12/17. Specialty insurance retail brokerage firm is seeking a Senior Commercial Lines Account Executive for their New York City location. The qualified candidate will have 7-10 years of direct retail brokerage full servicing of middle to large commercial accounts. Develop strong client and broad carrier underwriting relationships. This is a dynamic and growing region with expansion goals. The qualified Commercial AE will come from a large regional or national brokerage firm and have a "lead by example" professional attitude. Experience with a variety of commercial accounts, including but not limited to construction, real estate, manufacturing, restaurants, habitation, retail and wholesale. Strong senior management support within this diverse and dynamic work environment. \$90K - \$125K base range depending upon experience level including full benefits package.

Please submit resumes to Jim Lieberman, 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). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

### **(40) Excess Casualty Underwriter (\$120K - \$200K)**

#### **Southern CT / NYC Metro**

Posted by Hollinger Jobs as of 6/12/17. "A+" property and casualty insurance carrier with a national platform is seeking an Excess Casualty Underwriter to write profitable new business and manage renewal accounts. The qualified underwriter will have minimum 5-7 years of underwriting excess casualty (or general liability) business, preferably small to middle market risks. Background developing wholesale brokerage relationships. Bachelor's Degree strongly preferred. CPCU, RPLU, ARM, CIC or other appropriate designations a plus and recommended. Strong problem solving, decision making as well as written, oral and organizational skills. Strong computer skills including MS Office Products. Proven ability to multi task, with demonstrated planning and organizational skills. Strong knowledge of casualty insurance coverages, rating procedures and systems/workflow. Opportunity for leadership and training junior underwriting staff. Compensation is based on experience, \$120K - \$200K, including full benefits/incentives.

Qualified excess casualty or commercial liability underwriters should submit their resume in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

**(41) Attorney / Senior Claims Specialist – Cyber / Tech / Security Breach (To \$120K)  
Chicago**

"A+" global insurance company seeks an Attorney/Senior Claims Specialist-Cyber/Tech/Security Breach. This is a Claims Manager role for an attorney in private practice looking to move to an insurance carrier as a Claims Manager to manage and run a claims portfolio of cyber/technology and security breach accounts. The Claims Manager will oversee and run the day to day claims handling and process of claims, working directly with the insureds, brokers, underwriters, loss control and internal claims leaders to provide proactive management of claims, at the individual and portfolio level, to optimize, spend and achieve high levels of satisfaction for the insured and broker through high quality claim management, resolution and excellent client service. The Claims Manager will be responsible for individual claims leadership, portfolio management, authority & minimum standards observance, third party management, conflict management and personal/professional development. The qualified Attorney/Claims Manager will have Juris Doctorate from an accredited law school with 2-3 years private practice litigation experience, including e-discovery experience. Additionally, the qualified Attorney/Claims Manager will have a background providing claims and litigation management with cyber/technology or related professional liability cases. Attorneys in private practice looking to move to an insurance carrier will only be considered. Excellent analytical, technical and interpersonal skills. Willing to travel from time to time both domestic and international. Proven ability to work with a variety of professionals within the insurance carrier environment. \$120K + DOE including bonus (30 percent), full benefits, 401K.

Qualified attorneys should submit their resume in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

**(42) Benefits Account Manager (To \$120K)  
Westchester County, NY**

Posted by Hollinger Jobs as of 6/12/17. Established and profitable retail brokerage is seeking a Benefits Account Manager to join their team. The ideal benefits professional will have 4-7 years of benefits account executive/CSR/account management experience. Solid knowledge of benefits coverages, products, services, ERISA Laws, etc. In this role, the candidate will serve as the primary client service contact and perform an array of account management duties on an assigned book of business. College degree preferred. L&H License required. Compensation will be dependent



upon experience, up to \$120K base with some additional commissions/bonus incentives and a full benefits package.

Please submit your resume in confidence to John R. Huttner, [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com) or call 732.247.5656; (direct dial) 732.319.0670 or (FL office) 239.213.0288. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

**(43) Commercial Underwriting Team Leader (\$120K +)  
Northern New Jersey**

Posted by Hollinger Jobs as of 6/12/17. "A+" property and casualty insurance carrier is seeking a Commercial Underwriting Team Leader. The appropriate candidate will be responsible for underwriting and marketing small to mid-size commercial accounts (property and casualty). Experience with habitation, products, real estate, mercantile required. Experience developing relationships with the brokerage community, including wholesale brokers and having an excess and surplus lines background required. In addition to underwriting and marketing, the Team Leader will be responsible for overseeing a group of 2-3 underwriters and their successful contributions to underwriting profitable business and establishing brokerage and MGA relationships. Bachelor's Degree required. Designations a strong recommendation. Proven pc and technical skill sets and ability to present to brokers and senior management. P&C Carrier underwriting required and will consider underwriters with 10-15 years direct experience. 120K+ base including bonus and full benefits package.

Please submit resumes to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@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. Additionally, you may reach out to 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.

**(44) Risk Manager / Analyst (\$110K)  
NYC Area**

Posted by Hollinger Jobs as of 6/12/17. Large, well-established real estate conglomerate in the NYC area needs a risk manager/analyst to work with a small team, handling all property and casualty issues, and carrier and broker interface. Risk management, brokerage or carrier experience is required. Broker's license, ARM, CPCU a plus. Base salary is \$110K plus bonus and full benefits package.

Please submit your resume in confidence to John R. Huttner, [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com) or call 732.247.5656; (direct dial) 732.319.0670 or (FL office) 239.213.0288. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

**(45) Senior Casualty Underwriter – Wholesale (\$100K - \$190K)  
NYC**

Posted by Hollinger Jobs as of 6/12/17. "A+" global property and casualty insurance carrier is seeking a Senior Casualty Underwriter for national wholesale business. The qualified underwriter will be responsible for new business wholesale production underwriting of middle market sized E&S hazard casualty business throughout the country. Adhere to underwriting rules and guidelines and developing strong producer relationships via quality service. Business lines include General Liability, Excess Casualty, Automobile and Workers Compensation. Qualifications include: Bachelor's degree and Insurance certifications. Minimum 5-7 years of experience as a Casualty Underwriter, General Liability-focused, with a skill in the Construction and Products Liability segment; expertise in an additional GL segment is a plus. Excellent analytical, communication, negotiating and computer skills. Established relationships with wholesalers. Compensation is based on experience level, \$100K - \$190K, bonus, full benefits.

Qualified underwriters should submit their resumes to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

**(46) Commercial Product Analyst / Project Manager (\$100K - \$150K)  
California**

This position has responsibility for the introduction of new products as well as the revision of existing products for the commercial property and casualty division. As part of the senior product team you will manage products for one of the commercial areas for middle market business. This involves working with underwriting, actuarial, finance, legal and regulatory. The candidate will develop internal controls and technology to enhance products and services, revise forms, rules and underwriting guidelines and comply with state insurance departments. Strong analytical ability complimented by solid communication skills to assist in training agents will be key. Total compensation package between \$100K - \$150K.

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)

**(47) Team Leader / Brokerage – VIP Personal Lines (\$100K - \$125K)  
Boston**

Posted by Hollinger Jobs as of 6/12/17. P&C brokerage firm with strong financials, infrastructure and support is seeking a Team Leader-Brokerage/VIP Personal Lines to run the Boston area location. The qualified candidate will have 8-15 years of progressive VIP/HNW Personal Lines leadership experience including sales, marketing, service, client advisement and business development. Proven technical skill sets with broad personal lines VIP product offerings as well as a strong following and true

business development expertise. Proven leadership experience including training and developing personal lines VIP professionals. Bachelor's Degree required. Designations a plus. P&C Brokers license. \$100K - \$125K DOE including bonus/incentives/benefits package. This position requires an articulate, polished and organized VIP/HNW personal line professional with proven leadership experience (will be supervising a small team of 2-3).

Qualified personal lines professionals should submit their resume in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656.

**(48) Team Leader / Brokerage – VIP Personal Lines – Start Up (\$100K - \$125K)  
Delaware County, PA**

Posted by Hollinger Jobs as of 6/12/17. P&C brokerage firm with strong financials, infrastructure and support is seeking a Team Leader-Brokerage/VIP Personal Lines to run and develop the new Delaware County location. The qualified candidate will have 8-15 years of progressive VIP/HNW Personal Lines leadership experience including sales, marketing, service, client advisement and business development. Proven technical skill sets with broad personal lines VIP product offerings as well as a strong following and true business development expertise. Proven leadership experience including training and developing personal lines VIP professionals. Bachelor's Degree required. Designations a plus. P&C Brokers license. \$100K - \$125K DOE including bonus/incentives/benefits package. This position requires an articulate, polished, and organized VIP/HNW personal line professional with proven leadership experience and proven background and interest with developing startup operations.

Qualified personal lines professionals should submit their resume in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

**(49) Commercial Account Executive / Brokerage (\$100K - \$120K)  
New York City, NY**

Posted by Hollinger Jobs as of 6/12/17. 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 or more 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 1.732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

**(50) Casualty Underwriter (To Low \$100K's plus Bonus Participation)  
Boston, MA**

An Excess Liability operation, which part of a larger group that has a well-recognized brand within the insurance industry, is seeking an addition to staff in their Boston office. This carrier has been very successful in developing its business by both growing premium and locations. Their focus is on the transportation sector and would like a skilled casualty underwriting professional to join them. The candidate should have a sound casualty background and experience in excess and or transportation would be preferred. They would entertain a very sharp primary casualty underwriter also. This is a growth opportunity that will provide the appropriate candidate a chance to develop within a very broad but specialized business segment. The operation works on a national platform through the wholesale market.

If you have solid casualty underwriting skills and a desire to learn and grow, please call Rick Mockel at 954.421.0122 or send your resume to [rick@iicuri.com](mailto:rick@iicuri.com). [www.insurancerecruitersusa.com](http://www.insurancerecruitersusa.com)

**(51) Market Analyst / Competitive Analysis (To the Low \$100K's plus Participation)  
NJ, NYC**

This "A+" Rated operation is very entrepreneurial and has been successful in building businesses. They have a budding affluent personal lines company that is developing their analytics department and have a need for a market analyst/competitive analysis professional to be part of the nucleus building the foundation for their future underwriting strategies. The candidate will be one of three people initially, so you will have exposure to all aspects of the business. This is an opportunity to accelerate your learning curve and continue to learn from some of the best in the business. The candidate must be smart, passionate and intellectually curious to fit into this dynamic firm.

If you are good at analyzing data, have strong math skills and are interested in working with some very bright analytical professionals, where you can broaden your skills and grow, then call Rick Mockel at 954.421.0122 or send your resume to [rick@iicuri.com](mailto:rick@iicuri.com). [www.insurancerecruiterusa.com](http://www.insurancerecruiterusa.com)

**(52) Marketing Executive / Retail Brokerage (To \$100K)  
Westchester County, NY**

Posted by Hollinger Jobs as of 6/12/17. P&C retail brokerage/agency is seeking a Marketing Account Executive responsible for the placement of commercial lines business(BOPS to \$250K + premium) including the development of presentations, quoting, applications, working with producers as well as developing relationships with insurance carrier markets (broad market base), company underwriters, marketing reps, etc. 5-7 years of commercial lines marketing and placement experience within the retail agency environment or a commercial lines account executive with strong marketing/placement background. College degree preferred. P&C License required, CPCU or other highly desirable. Proficient in basic Word, Excel & Outlook. Must possess strong insurance commercial lines technical knowledge, proven communication, organization and interpersonal skill sets. Knowledge of BOP rating systems as well as Agency Management Systems-Sagitta and/or EPIC a plus. To \$100K base DOE including incentives/bonus and benefits package.

Qualified Marketing Reps. / AE's with marketing background should submit their resume in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

**(53) Personal Lines Account Executive (To \$100K)  
New York City**

Posted by Hollinger Jobs as of 6/12/17. Specialty insurance retail brokerage firm is seeking a Personal Lines Account Executive for their New York City location. The qualified candidate will have 5-10 years of direct retail brokerage full servicing of Personal Lines Accounts including VIP/HNW Accounts. Develop strong client and broad carrier personal lines underwriting relationships. This is a dynamic and growing region with expansion goals. The qualified PL AE will come from a large regional or national brokerage firm and have a "lead by example" professional attitude with a strong knowledge base of a diverse range of Personal Lines products and services. Strong senior management support within this diverse and dynamic work environment. \$70K - \$100K base range depending upon experience level including full benefits package.

Please submit resumes to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](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). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

**(54) Personal Lines Manager (To \$100K)  
Westchester County, NY**

Posted by Hollinger Jobs as of 6/12/17: Our client, an established and profitable retail brokerage is seeking a Personal Lines Account Manager to service, market new and renewal business, and help generate new business. We are looking for someone who has some knowledge of VIP accounts that produce \$10K - \$50K in premium. Candidates should have 5+ years direct servicing and/or selling of Personal Lines Accounts. P&C License required. College degree strongly preferred. Compensation will be dependent upon experience, up to \$100K base with some additional commissions/bonus incentives and a full benefits package.

Please submit your resume in confidence to John R. Huttner, [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com) or call 732.247.5656; (direct dial) 732.319.0670 or (FL office) 239.213.0288. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

**(55) Personal Lines Manager (To \$100K)  
Westchester / Rockland County**

Posted by Hollinger Jobs as of 6/12/17. Established retail P&C brokerage operation is seeking a Personal Lines Manager to oversee the account management, client advisement and customer service for standard and VIP personal lines accounts. Manage, direct, lead and evaluate the Personal Lines Team of 10 or more. In addition, responsible for cross-selling accounts. 7-10 years of direct personal lines account management experience within the retail brokerage/agency environment. VIP/HNW account background required. College degree preferred. P&C License required. \$100K base depending upon experience level, incentives/benefits package.

Qualified Personal Lines leaders should submit their resume in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

**(56) Sr. Personal Lines Underwriter / AVP (Salary to Low \$100K's, Bonus Participation)  
NY / NJ**

This successful and highly recognized "A+" Rated carrier is seeking an energetic, motivated personal lines underwriting professional for a position that will be part of the core in building a new affluent market underwriting team. The position will be diverse in that it will be involved with different departments in the development of this team. The candidate will interact with actuarial, analytics, legal and IT during the initial stages. Setting guidelines, rules and processes will be important to building the department early, leading the way to actual underwriting. The candidate must have solid underwriting skills as this will have hands on underwriting responsibility as staff is built and the candidate will play a role in training and developing the staff so leadership abilities will be a plus. This is an exciting opportunity and will have a good deal of visibility within an organization that prides itself in developing sharp people.



If you have the skills necessary and are excited about the opportunity to be part the creation of a new department please call Rick Mockel at 954.421.0122 or send your resume to [rick@iicuri.com](mailto:rick@iicuri.com). [www.insurancerecruiterusa.com](http://www.insurancerecruiterusa.com)

**(57) Brokerage AE / Construction (\$90K - \$100K)**

**Downstate NY Suburbs Westchester / Rockland County**

Posted by Hollinger Jobs as of 6/12/17. The client, an established NY area brokerage firm, seeks an Account Executive/Account Manager to handle a complex/diverse book of construction accounts with revenues estimated between \$15K - \$150K. The ideal candidate will have experience in servicing and marketing larger commercial accounts in the New York City region. Exposure and/or knowledge of OCHIP is a plus. This is a professional, fast paced environment that requires a credentialed, polished and technically sound AE with strong construction expertise as well as strong interpersonal skills to work with account management teams, producers, senior management and carrier markets/construction underwriters. Overall performance and contributions will determine professional opportunities for growth, i.e., team lead, management, etc. College degree and licenses are expected. Advanced degree, CPCU, CIC, etc. are a plus. Experience will determine compensation; compensation \$90K - \$100K + including full benefits/incentives.

Please submit resumes in confidence to James A. Lieberman at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).

**(58) Claims Director - Casualty (\$90K - \$100K)**

**Southern ME**

Posted by Hollinger Jobs as of 6/12/17. "A+" property and casualty insurance carrier is seeking a Commercial Casualty Claims Director, a member of the management team, responsible for the day to day casualty claims operations, strategic direction of the claims unit, oversight of claims handling in order to meet performance standards as well as leadership of the Casualty Claims Team, including hiring, training and developing staff. The Director of Claims will provide strategic direction and proactively participate with the profit center's leadership team to develop and execute strategic plans and business objectives, as well as building relationships with brokers and insureds. Additional responsibilities include the proper resolution of claims, control of paid losses and expenses, and for meeting other company and departmental goals. This position requires some travel. 7-10 years of progressive leadership as well as direct commercial casualty claims handling. College degree preferred. Adjusters License required. CPCU, CIC, ARMM preferred. Strong computer/analytical/technical skills sets as well as excellent oral, written and interpersonal abilities. \$90K - \$100K including full benefits package. Relocation could be considered.



Qualified claims leaders can submit their resume in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).

**(59) Group Benefits – Sr. Account Executive (\$90K - \$100K)**

**NYC / Queens / Long Island Region**

Posted by Hollinger Jobs as of 6/12/17. Large brokerage placing commercial, professional and personal lines along with group benefits is seeking a Large Group Benefits-Senior Account Executive. The qualified Group Benefits professional will have a background servicing a variety of voluntary and involuntary products and services for large groups of 100 + lives who brings a strong and professionally stable background. The Group Benefits professional can come from any combination of brokerage, carrier or TPA work environments possessing a large group benefits servicing function. Must have a background handling open enrollment and presenting and servicing to groups from start to finish. The qualified candidate must have strong technical and broad computer skills who is proficient with HealthConnect, familiar with benefitPoint and up to date on the Affordable Care Act. College degree preferred. Life & Health License required or if coming from the carrier side willing to obtain within a reasonable and agreeable time frame. Compensation includes base salary which can be in the six figure range depending upon experience level including incentives /full benefits package.

Qualified Group Benefits professionals should submit their resume in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656.

**(60) Senior Commercial Underwriter (\$90K - \$100K)**

**Hartford Region**

Posted by Hollinger Jobs as of 6/12/17. "A+" property and casualty insurance carrier is seeking a Sr. Commercial Underwriter to underwrite new and renewal business for small to medium size accounts throughout the State of Connecticut. 7-10 years of carrier commercial multi line or package underwriting with a strong mix of technical and business development skill sets to develop agency relationships throughout the State. Some travel within Connecticut to agents and brokers. Proven organizational, technical, analytical and interpersonal skills. The qualified Underwriter will have a proven track record of managing accounts and growing a profitable book of business. Solid background with construction accounts a plus but not required. College degree and insurance designations preferred (CPCU, ARM, CIC). \$90K - \$100K base including incentives, full benefits package.

Qualified carrier underwriters should submit their resume in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Relocation assistance will be considered for qualified underwriters. 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 SHRM.

### **(61) Workers Compensation Claims Supervisor (\$90K - \$100K)**

#### **New York City**

Posted by Hollinger Jobs as of 6/12/17. "A+" property and casualty insurance carrier is seeking a Workers Compensation Claims Supervisor. The qualified candidate will have 5-10 years of workers compensation claims handling/examiner work, coming from a carrier or combination carrier/TPA/brokerage with a proven background handling WC claims from start to close. NY Labor Law a plus. Leadership background in claims preferred and/or will consider a sr. claims examiner with a strong progression of experience seeking to move into a leadership role. Supervise team of WC claims examiners and assistants (roughly 6 professionals total). Strong attention to detail and proven background providing excellent documentation. College degree required. Designations a plus. \$90K - \$100K base depending upon experience level including incentives/full benefits package/401K.

Qualified WC Claims Examiners should submit their resume in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

### **(62) Brokerage AE Construction – Large Commercial Accounts (Up to \$90K)**

#### **NYC**

Posted by Hollinger Jobs as of 6/12/17. The 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 of 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 (ofc) 732.247.5656 or (dd) 732-319-0670. Additionally, you may reach out to James A. Lieberman, Executive Vice President at [jalieberman@hollingerjobs.com](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.

**(63) Brokerage / Agency Claims Specialist - Commercial Lines (To \$90K)  
NYC**

Posted by Hollinger Jobs as of 6/12/17. Well established, financially strong and professionally run retail brokerage firm providing commercial, personal, professional, specialty and group benefits is seeking a Claims Specialist for Commercial Lines. The appropriate candidate will have 5-10 years of commercial claims (property and casualty) background, preferably from a retail brokerage/wholesale brokerage/MGA or TPA environment. Proven background and thorough expertise with commercial lines claims, strong technical abilities and proven background acting as a liaison between the client and carrier claims team. Background providing consultative service regarding claims and risk management to the client. Bachelor's Degree preferred. P&C and claims licenses preferred. Excellent communication, organizational, interpersonal and computer skills required. Base salary to \$90K including full benefits package.

Qualified claims professionals should submit their resume in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

**(64) Ocean Marine / Cargo Claims Representative (\$90K +)  
NYC or Central NJ**

Posted by Hollinger Jobs as of 6/12/17. "A+" property and casualty insurance carrier is seeking an Ocean Marine Carago Claims Representative responsible for adjusting assigned ocean marine cargo claims within the delegated limits of authority, conduct timely and through investigations and complete fair and equitable claims settlements. The OM Representative will ensure that claims services are provided in a fair, equitable and timely manner. 6+ years direct ocean marine claims adjusting experience from a carrier and/or combination of carrier/tpa/brokerage. Bachelor's Degree preferred. Strong proficiency in ocean marine and cargo claims including handling marine claims, negotiating successful settlements, verifying coverage, appropriate settling services and completing successful investigations. Bachelor's Degree preferred. Must be organized, analytical and technical. To \$90K base + depending upon experience level, including bonus and full benefits package.

Please submit resumes in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

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

Posted by Hollinger Jobs as of 6/12/17. "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 1.732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com). Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

**(66) Senior Property Loss Control Representative (\$80K - \$100K)  
Greater Boston Area**

Posted by Hollinger Jobs as of 6/12/17. "A+" property and casualty insurance carrier is seeking a Senior Loss Control Representative due to new market expansion for the Northern New England Region. The Senior Property Loss Control Representative will telecommute and build relationships with existing agents and insureds. Provide detailed risk assessments on complex accounts while working with a variety of clientele with special focus on the wood products, transportation and logging industries. The qualified candidate will be detail oriented, exhibit a high degree of technical skills and have excellent communication skills. Candidates with a bachelor's degree in occupational health and safety, engineering or science preferred. Property expertise and professional credentials such as CSP, ALCM, PE, or CIH are also a plus in addition to prior property/fire protection training. \$80K - \$100K base including full benefits package.

Resumes should be submitted in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).

**(67) Worker's Compensation Claims Specialists (\$80K - \$100K)  
Downstate NY / Westchester County**

Posted by Hollinger Jobs as of 6/12/17: P&C brokerage firm with long history of success, financial security and strong infrastructure for national business is seeking multiple Workers Compensation Claims Specialist to join a newly developed team for their Specialty Commercial Lines Business Unit. The firm, places, services and provides risk

management consultation within a variety of property and casualty and group benefits products and services. The WC Claims Specialist is a new position part of their dedicated Specialty Insurance Team to provide outstanding claims service to their Specialty Commercial Lines Unit client base. This position will provide workers compensation claims service and consultation to their national client base. In addition, the WC Claims Specialist will be highly proactive in negotiating rates for medical services, not just interacting with the carriers but with doctors and hospitals to provide the best coverages at the best price for the client. The WC Claims Specialist will be assertive professionals who understands the workers compensation claims systems and have the experience, clout, motivation and confidence to affect the bottom line on behalf of the clients. 5-10 or more years of workers compensation experience at a professional level preferably with an agency/ brokerage firm or mix of brokerage/MGA/TPA. Carrier workers compensation claims professionals will be considered especially those with a mix of carrier/brokerage/TPA expertise. College degree required. P&C license required. Claims licenses and insurance designations strongly preferred. Sophisticated and polished professional, organizational, communication, interpersonal and computer skills required. A background in sales and business development as well as client retention is preferred. Base salary can be in the \$80K - \$100K depending upon professional experience level including benefits package.

Qualified WC Claims Specialist candidates should submit their resumes in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

**(68) Brokerage High Net – Worth / VIP PL AE (To \$80K)  
North / Central NJ**

Posted by Hollinger Jobs as of 6/12/17. Well established retail brokerage firm with strong organic growth is seeking a High Net-Worth/VIP Personal Lines Account Executive in North/Central NJ to service and market new and renewal business. Candidates must have experience handling VIP / HNW accounts that generate \$25K in premium or higher, and be conversant with that level of customer base. Day to day responsibilities include, servicing, marketing, and client interaction, as well as, cross selling or upselling where appropriate. Position requires 5 or more years of strong coverage and market knowledge, and direct servicing and/or selling of consequential Personal Lines Accounts. P&C License required. College degree strongly preferred. Compensation includes base, commissions, and additional bonus incentives, along with a full benefits package. Base salary is \$70K - \$80K.

Please submit all resumes and referrals to Catarina Oliveira Caulfield, Sr. Insurance Recruiter at [ccaufield@hollingerjobs.com](mailto:ccaufield@hollingerjobs.com) Hollinger is a member of: (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).



**(69) Casualty Wholesale Broker (\$75K - \$110K)****CT**

Posted by Hollinger Jobs as of 6/12/17. Leading wholesale brokerage and MGA with both regional and national platforms is seeking an addition to their production team, a Casualty Wholesale Broker to develop new business opportunities within the State of Connecticut and surrounding region, which can include NY and other New England states. The qualified candidate will be responsible for acting as the primary negotiator of policy terms and conditions that obtain the most effective insurance programs to address client needs. Responsible for assessing client needs, designing solutions and negotiating policy terms and conditions so as to obtain coverage that is in a client's best interests. Support broker team in the solicitation and servicing of clients and the broking of their insurance programs. Work closely with broker team to understand and deliver on client's needs. Identify and analyze client exposures with routine assistance of junior team members to develop effective client risk treatment and placement strategies. Obtain the most appropriate program coverage based upon client objectives by developing and executing, in conjunction with the client, an agreed upon structure and strategy. Serve as a source for information concerning market trends, pricing practices and other underwriting policies. The qualified candidate will have a minimum of 3-5 years of successful property and casualty placement and account management and can come from the brokerage or production underwriting side. E&S and/or wholesale experience a plus. Proven knowledge of insurance commercial coverages, as well as a strong underwriting of the national marketplace, strong leadership and mentoring skills. Proven technical and pc skills, with good negotiating background, problem solving and a strong sense of urgency. This position is designed for a broker or production underwriter seeking both long term professional and financial growth opportunities, with a strong sense and interest in sales and business development. Compensation based on experience level, \$75K - \$110K base including bonus structure and full benefits package. College degree required. P&C License required.

Ideal candidates should submit their resumes in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).

**(70) Brokerage AE – CL P&C (\$75K - \$95K +)****NYC Downtown**

Posted by Hollinger Jobs as of 6/12/17. The 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 (ofc) 732.247.5656 or (dd) 732-319-0670. Additionally, you may reach out to James A. Lieberman, Executive Vice President at [jalieberman@hollingerjobs.com](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.

### **(71) Claims Representative(s) (\$75K - \$85K)**

#### **Albany / Hudson Valley Region**

Posted by Hollinger Jobs as of 6/12/17. "A+" property and casualty insurance carrier is seeking Commercial Casualty Claims Representatives to join their team. The qualified claims professional(s) will have 5-10 years of casualty claims handling experience including investigating, evaluating, reserving, negotiating and resolving casualty claims. In addition, build relationships with brokers and insureds. Experience handling litigated and non-litigated claims. The appropriate claims professional will be able to work in a team as well as autonomously, have an entrepreneurial spirit and possess a strong sense of urgency and completion. Strong computer/pc skills, Microsoft Word applications as well as excellent written, oral and analytical abilities. Candidates must come from an insurance carrier with casualty claims background. Claims candidates from the TPA side should possess strong technical skills experience with litigation, assessing coverage, etc. \$75K - \$85K base depending upon experience level and strong benefits package.

Qualified claims professionals can submit their resume in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).

### **(72) Group Benefits Account Manager (\$75K - \$85K)**

#### **Northern New Jersey / Bergen County**

Posted by Hollinger Jobs as of 6/12/17. Long standing retail brokerage firm offering property and casualty commercial and personal lines and group benefits/life & health products is seeking a Group Benefits Account Manager for large group accounts. The Account Manager will be responsible for handling a comprehensive book of business with all lines of health insurance including medical, dental, vision, as well as life and disability as well as be accountable for all day-to-day servicing of clients, enrollment meetings, relationship management, wellness programs, and client presentations. Minimum of 5 or more years of Group Benefits insurance brokerage experience. Valid NJ/NY Life, Accident and Health brokers' license. College degree preferred. Agency



management and benefit related application systems knowledge, preferably with Benefit point and Zywave. Possess excellent verbal and written communication skills. Demonstrate proficiency in computer applications, esp. Microsoft Office Suite and comfort working in a paperless environment. Exceptional organization and time-management skills. Self-starter, professional and assertive and ability to handle a fast-paced, challenging work environment. \$75K - \$85K + depending upon experience level, full benefits package.

Qualified candidates should submit their resume in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).

### **(73) Brokerage – Manager of Accounting (Up to \$75K)**

#### **Westchester / Rockland County / Lower CT**

Posted by Hollinger Jobs as of 6/12/17. The client an established and growing P&C insurance brokerage operation is seeking an Assistant Controller to join their Accounting Team. The chosen candidate will be tasked with supporting the Controller in managing all accounting functions, leading month-end and year-end financial statement preparation, and supporting internal control audits. Candidate must have 3 or more years of accounting/controller experience within an insurance brokerage environment. College degree expected, industry designations preferred.

Compensation will be dependent upon experience, up to \$75K plus benefits.

Please submit resumes and referrals in confidence to Cat Oliveira Caulfield, Sr. Insurance Recruiter at [ccaufield@hollingerjobs.com](mailto:ccaufield@hollingerjobs.com), Jim Lieberman, Executive Vice President at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or John R. 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.

### **(74) Commercial Account Executive / Broker (\$70K - \$120K)**

#### **Milwaukee**

Posted by Hollinger Jobs as of 6/12/17. Property and Casualty agency/brokerage with a strong infrastructure and platform is seeking additional Commercial Account Executives (2) for general commercial business. The qualified Commercial AE's and/or brokers will have 5-12 or more years of direct servicing, client advisement, client interfacing and/or underwriting for a mix of commercial business. Must have multi line coverage background, including WC, GL, auto, property, umbrella and professional liability. Proven background servicing clients' commercial accounts and/or underwriting commercial business. Producers able to bring business will strongly be considered. Middle to large market account background, servicing up to \$100M to 1B in revenue. Cross-selling a plus. College degree preferred, designations a plus.

Potential leadership opportunities based on accomplishments. Compensation \$70K -

\$120K base range depending upon experience level, bonus and/or commissions for placing new business.

Qualified P&C insurance professionals can submit their resume in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

### **(75) Commercial Lines Marketing Specialist (\$70K - \$100K)**

#### **Southwest Florida**

Posted by Hollinger Jobs as of 6/12/17. The client, a well-established FL broker with a solid book of business, seeks a large accounts Commercial Lines Marketing Specialist for their SWFL office. Ongoing growth has created this role to work with the production staff and Sr. AEs, marketing all P&C lines to both carriers and wholesalers. Ideally we would like 2-3 years of large accounts P&C experience marketing FL business, along with specific knowledge of large condos, hotels, commercial construction, building projects, hospitals and medical centers. Candidates must be able to balance multiple priorities, possess strong negotiation skills, the ability to network and build relationships, as well as, be comfortable, to work in fast-paced team environment, balancing multiple priorities. Compensation is up to \$70K - \$100K base DOE. The company has a full benefits package and pays bonuses and commissions where appropriate.

Please submit your resume in confidence to John R. Huttner, President, HollingerJobs.com. You may contact John at [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com), or at (ofc) 239.213.0288 or 732.247.5656 or (cell) 732.319.0670. Hollinger is a member of: the Society for Human Resource Management (SHRM), the Top Echelon Network, the National Insurance Recruiters Association (NIRA), the Professional Liability Underwriting Society (PLUS), the Worldwide Employee Benefits Association.

### **(76) Brokerage AE / Property & Real Estate (\$65K - \$80K)**

#### **Philadelphia PA Region**

Posted by Hollinger Jobs as of 6/12/17. The client, an established & thriving brokerage firm, is seeking a broker AE with real estate experience. The ideal candidates must have 5 or more years demonstrated customer service related experience, preferably in real estate accounts. This role is part of a team managing a portfolio of insurance for commercial real estate business which include both individual retail and program-driven accounts. Core duties involve servicing, marketing and placement of accounts. This is an excellent working environment with a collegial team. Broker's license is expected, BA is preferred, MBA, and CPCU, etc. are a plus. Compensation is up \$65K - \$80K +, DOE.

Please submit your resume in confidence to John R. Huttner, President, David J. Hollinger Associates Inc. at [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com), or you may contact John Huttner at 1.732.247.5656. 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.

### **(77) Professional Liability Wholesale Broker / Underwriter (\$60K - \$130K)**

#### **Work from Home**

Posted by Hollinger Jobs as of 6/12/17: Established, professional wholesale brokerage and MGA facility with a national platform and multiple locations is seeking an addition to their team, a Wholesale Broker/Underwriter for Professional Liability. This appropriate candidate would have a work from home arrangement and be responsible for developing the retail agency relationships within the candidate's specialty region, placing new professional liability E&S business and driving revenue. Some travel to visit retail agents as needed. Strong back office support. Qualified candidates preferably currently residing in the Midwest Region. The qualified candidate with specialties in lawyers, architects & engineers or allied health professions strongly preferred, but will also consider candidates with general D&O, E&O, EPL, Misc. for a variety of industries. The qualified candidate will come from either the wholesale brokerage/MGA underwriting environment or a professional lines production underwriter from a carrier with strong retail agent followings who is looking to move to a wholesale broker/MGA. 5-10 years of experience. College degree preferred. P&C License. RPLU or CPCU preferred but not required. Compensation is based on experience level and ability to generate revenue. \$60K - \$130K + including commissions and bonus structure, full benefits and work from home arrangement.

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 1.732.247.5656. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

### **(78) Account Executive / Broker - Construction Accounts (\$60K - \$100K +)**

#### **Milwaukee**

Posted by Hollinger Jobs as of 6/12/17. Financially strong and well-structured property and casualty brokerage firm is seeking an Account Executive/Broker for Construction Accounts to join their professional team. The qualified candidate will have 3-6 years minimum of account management, servicing, client advisement and/or brokerage experience from a retail agency/brokerage specializing in construction and/or builders risk accounts-commercial lines. Premium sizes from \$250K +. Proven background working with and developing relationships with construction underwriters. Opportunity to cross-sell and create new business opportunities. College degree preferred. Strong technical and business development skill sets; Excellent interpersonal, organizational and communication skills. P&C License required. Designations a plus. Compensation will be determined by experience and can include a base salary of \$60K - \$100K + including bonus, commissions for new business and complete benefits package. Strong infrastructure and support continuing to grow and expand.

Qualified Account Managers/Account Executives and/or brokers should submit their resume in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

### **(79) Account Executive / Broker – Healthcare Accounts (\$60K - \$100K)**

#### **Milwaukee**

Posted by Hollinger Jobs as of 6/12/17. Financially strong and well-structured property and casualty brokerage firm is seeking an Account Executive/Broker for Healthcare Accounts to join their professional team. The qualified candidate will have 3-6 years minimum of account management, servicing, client advisement and/or brokerage experience from a retail agency/brokerage specializing in commercial and professional lines for healthcare related industries. Premium sizes from \$250K+. Proven background working with and developing relationships with healthcare underwriters. Opportunity to cross-sell and create new business opportunities. College degree preferred. Strong technical and business development skill sets; Excellent interpersonal, organizational and communication skills. P&C License required. Designations a plus. Compensation will be determined by experience and can include a base salary of \$60K - \$100K + including bonus, commissions for new business and complete benefits package. Strong infrastructure and support continuing to grow and expand.

Qualified Account Managers/Account Executives and/or brokers should submit their resume in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

### **(80) Property Claims Examiner (\$60K - \$100K)**

#### **NYC**

Posted by Hollinger Jobs as of 6/12/17. "A+" property and casualty insurance carrier is seeking a Property Claims Examiner for NYC. The appropriate candidate will have 3-5 years minimum of property claims experience, commercial or homeowners property. Review all new property claims reported for the states in which the examiner has responsibility. Receive and review all reports from independent adjusters on new and pending claims. Direct company's response to claims, including outside experts and obtaining coverage opinions. Make coverage decisions and authorize loss settlements or claim denial through independent adjusters. Assume responsibility for raising, lowering, or closing out property loss reserves. Conduct meetings with insured, brokers, and public adjusters so that the adjustment process advances to a final resolution. Work with in-house or outside counsel on coverage reviews and decisions. Alert management to problem risks and supply underwriting department with loss information and background materials for renewal/premium decisions. Strong negotiation skills. Strong knowledge of investigation techniques. Excellent computer skills. Knowledge of ImageRight a plus. Excellent communication skills including both

oral and written. Excellent attention to detail with ability to thoroughly analyze data and know when additional data is needed. Strong documentation skills. Bachelor's Degree required. Adjusters' license. \$60K - \$100K based on experience, including full benefits, 401K, incentives.

Qualified property claims examiners should submit their resumes in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. This is a commercial lines property claims position and will consider homeowner property claims professionals for this position and excellent opportunity to transition to commercial property claims. 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 SHRM.

### **(81) Brokerage Account Executive (Up to \$60K)**

#### **North Central NJ**

Posted by Hollinger Jobs as of 6/12/17. Established brokerage seeks an experienced P&C commercial lines Account Executive to handle an existing book of business and work with producers in a fast-paced team environment. Candidate must have knowledge of Applied/Epic systems, preferably hands-on. This position requires 4 or more years P&C insurance experience; P&C broker's license is a necessity. Compensation is up to \$60K, DOE.

Please submit your resume in confidence to Fran Farber, Senior V.P. at [fran@hollingerjobs.com](mailto:fran@hollingerjobs.com), or contact Fran at 201.886.9300. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and SHRM.

### **(82) Group Benefits Account Manager (\$55K - \$75K)**

#### **NJ**

Posted by Hollinger Jobs as of 6/12/17. Long standing financially secure retail brokerage firm is seeking a Group Benefits Account Manager to join their team. This is a newly created position based on agency growth. The ideal benefits professional will have 4-7 years of group benefits account executive/CSR/account management experience with groups ranging from 30-250 lives. Solid knowledge of group benefits coverages, products, services, ERISA Laws, etc. Additionally, the qualified group benefits professional should have an entrepreneurial minded spirit. Proven interest in being part of a team and doing their part in the financial growth and long term success of the brokerage firm. This is a full-service account management position, with opportunities to build, grow and produce new business. Direct client contact. College degree preferred. L&H License required. \$55K - \$75K base depending upon experience level. Bonus plan, 401K, Profit Share, Benefits included in the package as well as lunch provided by the firm five days a week!

Qualified group benefits professionals seeking a growth oriented account manager position can submit their resume in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656.

**(83) Associate Account Manager Specialty Commercial Business (\$40K - \$55K)  
NYC**

Posted by Hollinger Jobs as of 6/12/17. Large and financially successful retail brokerage firm is seeking an Associate Account Manager responsible for servicing small to mid-size commercial insurance accounts for a long standing specialty insurance business segment-national accounts. The chosen candidate will also be responsible for supporting and assisting Account Executives and/or the Team Leader with larger accounts. Applicants should have experience marketing, underwriting, servicing, renewal negotiation, risk analysis, consulting, problem resolution, reviewing and rating. Qualifications include 2-5 years of commercial account management experience (specialty accounts experience a plus) with a retail brokerage firm. P&C License required. College degree required. Experience with AMS 360 and WorkSmart preferred. Strong customer service and computer skills required. \$40K - \$55K base including full benefits package/incentives.

Please submit all resumes, referrals, and questions in confidence to Jim Lieberman, EVP at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. Hollinger is a member of: (NIRA) National Insurance Recruiters Association, (PLUS) Professional Liability Underwriting Society, SHRM (Society of Human Resource Management).



**DIRECT JOB POSTINGS****(84) Allied World Insurance Company****AVP, E&O Cyber Division****New York**

As of June 8, 2017

**Description:** Allied World is currently recruiting for an AVP, Cyber Underwriter in our New York City office. This position will focus on underwriting both new and renewal technology errors and omissions, privacy/security liability and miscellaneous E&O insurance business. Duties and Responsibilities: (1) Analyze and evaluate of errors and omissions risks. (2) Develop and manage broker relationships. (3) Analyze potential clients and present evaluations at daily group discussions. (4) Maintain and begin to develop broker relationships throughout the country. (5) Maintain a renewal retention rate of at least 90 percent. (6) Assist group in meeting monthly and annual production goals. (7) Develop new underwriters as our group grows. (8) Attend appropriate training sessions and conferences when deemed appropriate. (9) Assist with special projects as needed under supervision of management. (10) Responsible for developing new business production and broker relationships.

**Requirements:** (1) At least 5 years of underwriting experience. (2) Bachelor's degree (BBA preferred). (3) Ability to work independently in a fast-paced, high pressure environment. (4) Excellent marketing, negotiating and communication skills. (5) Strong technical and marketing expertise. (6) General computer and office suite skills. (7) Willingness to travel.

Contact Aleeta R. Jeamel at 860.284.1842 or [aleeta.jeamel@awac.com](mailto:aleeta.jeamel@awac.com)

**(85) Allied World Insurance Company****Sr. Underwriter, Environmental Division****New York**

As of June 1, 2017

**Description:** Allied World has an opportunity for a Senior Underwriter to join our Environmental team. This position will be based in our New York office. The successful candidate will manage and grow a portfolio of environmental business by exercising proper underwriting discipline, and by marketing and servicing both existing and potential brokers. What This Position Will Be Doing: (1) Develop policy terms and conditions, pricing, policy structure, and make coverage recommendations. (2)

Market to existing retail and wholesale brokers, and develop new broker relationships within the region to drive new business and retain renewal accounts. (3) Attend broker and client meetings as necessary. (4) Perform account and exposure analysis in accordance to Allied World (U.S.) Environmental guidelines for environmental insurance products. (5) Perform and document underwriting referrals, as needed. (6) Work with legal department for manuscript wording analysis and preparation. (7) Prepare quotes, binders, and underwriting documentation worksheets within Company guidelines. (8) Maintain files in an orderly manner consistent with Company guidelines. (9) Delegate and supervise account administration to underwriting assistants as needed. (10) Manage professional development through relevant courses and seminars.

**Requirements:** What We Require: (1) 3-5 years or more experience in underwriting General Liability, Professional Liability and/or Pollution Liability products. (2) Excellent written and verbal communication skills. (3) Ability to work independently and be motivated in a dynamic work environment. (4) Sound business acumen combined with strong analytical and customer management skills. (5) Proficient in Microsoft applications including word, outlook and excel. (6) Excellent organizational skills, and ability to multi task required. (7) CPCU, ARM, CRIS, RPLU designations, or partial, preferred. (8) Undergraduate degree required. (9) Travel required – about 25 percent due to position being responsible for a multi-state marketing region.

Contact Aleeta R. Jeamel at 860.284.1842 or [aleeta.jeamel@awac.com](mailto:aleeta.jeamel@awac.com)

**(86) EPIC**  
**Account Assistant**  
**New York City, NY**  
 As of June 1, 2017

**Description:** QUALIFICATIONS: The candidate will find EPIC to be a fast-paced and fun environment and a workplace in which you truly can make a difference. To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. (1) Enthusiasm and zest for your learning experience. (2) Good organizational skills. (3) Strong verbal and written communication skills. (4) Interpersonal skills – enjoy working with people. (5) Service oriented. (6) Willingness to learn and take direction from others and most importantly, to ask questions when you don't know something. ESSENTIAL DUTIES AND RESPONSIBILITIES: The candidate will be involved in various activities including servicing accounts, maintaining team documents, account lists and resources, all which require time management and business etiquette skills as well as insurance operations knowledge. This position is within the producing team

focused on Financial Institutions clients. Support is needed in both account maintenance as well as sales and development. Account Assistant will be able to further knowledge of insurance, finance, sales and marketing. The core duties are listed below. Overall Duties Include: Certificate Requests; Follow up on Notices of Cancellation; Create insurance summaries, proposals & client deliverables; Check Mailbox Daily; Maintain team account list; Follow up for Renewal Policy Issuance; Review quotes, binders and policies for accuracy; Creation of invoices; Liaise with accounting for billing/collection and finances of team; Post Documents to EPIC Portal; Update Agency Mgmt. System (Sagitta); Obtain Carrier Loss Runs; Obtain Premium Finance Quotes; Review insurance requirements on contracts for clients; Paperless Filing; Understand carrier processes; and Prepare Acord Applications. Service: Process all submissions, policies, endorsements, incoming mail, binders, schedules, certificates, and other items related to the servicing of client accounts in a timely and accurate manner; Responsible for timely, accurate invoicing and monthly expirations; Maintain online client folders, keeping team information organized and up-to-date; Be able to copyedit and review proposals and client deliverables; Proficiency with Excel and Powerpoint a plus; Maintain a team open items list for the team and keep team organized; and Other duties may be assigned. Personal and Organizational Responsibilities: Set priorities and manage workflow for self to ensure efficient, timely, and accurate processing of all responsibilities; Maintain cordial and effective relations with clients, co-workers, carriers, wholesalers, vendors, and other business contacts; Maintain up-to-date proposals, insurance summaries, workflow logs, manuals or other required documentation and records; Interact with others effectively utilizing good communication skills, cooperating purposefully, and providing information and guidance as needed to achieve the business goals of the Company; Stay informed regarding industry information, new product/program developments, coverages, legislation, technology to continuously improve knowledge and performance; and Other duties may be assigned. SUPERVISORY RESPONSIBILITIES: None. WORK ENVIRONMENT and ENVIRONMENTAL CONDITIONS: The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. The noise level in the work environment is usually moderate. There is no or very limited exposure to physical risk.

**Requirements:** KEY COMPETENCIES: (1) LANGUAGE SKILLS: Ability to read, analyze, and interpret general business periodicals, professional journals, technical procedures, or governmental regulations. Ability to write reports and business correspondence. Ability to effectively present information and respond to questions from groups of managers, clients, customers, and the general public. (2) MATHEMATICAL SKILLS: Ability to calculate figures and amounts such as discounts, interest, commissions, proportions, and percentages. Ability to apply concepts of basic algebra. (3) REASONING ABILITY:

Ability to solve practical problems and deal with a variety of concrete variable in situations where only limited standardization exists. Ability to interpret a variety of instructions furnished in written, oral, diagram, or schedule form. EDUCATION and/or EXPERIENCE: Must have high level of interpersonal skills to handle sensitive and confidential situations. Position continually requires teamwork, collaboration, tact and diplomacy. College Degree. Must obtain New York Property and Casualty license within 90 days of date of hire. Proficiency with a variety of Microsoft Office computer software applications in word processing, spreadsheets, database, and presentation software. Must be able to work in a fast-paced environment with demonstrated ability to juggle multiple competing tasks and demands. PHYSICAL DEMANDS: The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. While performing the duties of this job, the employee is regularly required to stand; walk; sit; use hands to finger, handle, or feel; reach with hands and arms; and talk or hear. The employee must occasionally lift and/or move up to 10 pounds. Specific vision abilities required by this job include close vision, color vision, and ability to adjust focus.

Contact Natasha Ferguson at 678.240.4521 or [natasha.ferguson@epicbrokers.com](mailto:natasha.ferguson@epicbrokers.com)

**(87) EPIC**  
**Senior Account Manager, P&C**  
**Duluth, GA**

As of June 7, 2017

**Description:** SUMMARY: EPIC is seeking a senior level Account Manager to become an important member of our team managing commercial insurance accounts in various local, national, and international business sectors including, but not limited to manufacturing, distribution, and service businesses. This is an exceptional opportunity for career minded individuals who want to make a meaningful contribution within our organization. The complexity of accounts and innovative service offering fosters both a challenging and rewarding learning environment. Our firm's remarkably high retention rate means that your expertise and interpersonal skills will be recognized and valued both internally and externally. QUALIFICATIONS: To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. ESSENTIAL DUTIES AND RESPONSIBILITIES: Primary expert resource and first point of contact for clients, which includes

research/analysis and handling of wide variety of client questions on coverage/eligibility, contractual issues, and government reporting compliance. Prepares endorsements per client requests. Prepares and provides resource, trend and legal update information to clients on on-going basis. Routine questions are delegated. For new and renewal business, analyzes relevant client data (e.g., census/experience data, contractual requirements for insurance), conducts market comparisons by analyzing insurance rate and renewal information and obtaining quotes, strategizes with clients (typically senior-level executives and managers), makes recommendations to clients regarding coverage and exclusions; negotiates premium and commission rates on behalf of clients for best alternatives (with full authority from EPIC to act on its behalf). Provides marketing and new business development support to producers, including preparing presentations and proposals, participating in meetings with prospective clients as part of team. Conducts marketing and new business development for employee's book of business. Delegates office administrative work to appropriate staff and oversees tasks. Service: Assist Marketing with input and maintenance of Agency Management System and/or PS4. Collect missing information from Producer/Account Manager Team along with loss information requests (includes follow-up with appropriate parties). Advanced knowledge of carrier web-sites for application detail input. Analyze policies, coverages and clients' operations to market data to prepare insurance renewal options, advise on best alternatives. Negotiate with carriers on clients' behalf for best available premiums, commissions and coverage. Prepares presentations for clients. Interact with other teams and assist when needed. Work independently to resolve problems or enhance service in a timely manner. Ability to work in a fast-paced environment with demonstrated ability to juggle multiple competing tasks and demands. Ensure expert knowledge is maintained. Marketing: Preparation of applications for presentation to carriers (or marketing manager on large clients), including analysis of coverages. Negotiate with carriers for best available premiums, commissions and coverage. Conduct sales presentations as needed. Personal and Organizational Development: Set priorities and manage workflow for self to ensure all goals are met. Maintain cordial and effective relationships with clients, co-workers, carriers, vendors, and other business contacts. Maintain up-to-date proposals, workflow logs, update on agency management system, manuals or other required documentation and records. Interact with others effectively utilizing good communication skills, cooperating purposefully, and providing information and guidance as needed to achieve the business goals of the Company. Stay informed regarding industry information, new product/program developments, coverages, legislation, technology to continuously improve knowledge and performance. Enjoy active participation in community organizations. Project a professional image in action and appearance. SUPERVISORY RESPONSIBILITIES: May supervise Assistant Account Manager and/or Administrative Assistant position(s). WORK ENVIRONMENT AND ENVIRONMENTAL CONDITIONS: The work environment characteristics described here are representative of those an employee encounters

while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. The noise level in the work environment is usually moderate. There is no or very limited exposure to physical risk.

**Requirements:** KEY COMPETENCIES: Full knowledge of Property Casualty lines of coverage and services; Recognize problems and respond appropriately; Able to analyze situations logically in order to draw solid conclusions; Advanced experience with Agency Management Systems, rating procedures, coverages, and industry operations to effectively manage, maintain, and write assigned clients and prospects; Advanced knowledge of navigating the Internet as well as various Microsoft Office programs to include Windows, Outlook, Word & Excel; Strong attention to detail and time management abilities; Strong ability to multi-task and assign priority; Ability to work effectively and efficiently without direct supervision; Ability to work effectively and efficiently in a team environment as well as independently; Strong interpersonal communication skills, both written and oral; Ability to manage Account Management staff and workflow. EDUCATION AND/OR EXPERIENCE: College degree or equivalent experience preferred. Two or more years of experience in mid-size brokerage or carrier. Must have working knowledge of a variety of Microsoft Office computer software applications to include word processing, spreadsheets, database, and presentation software. Must be able to work in a fast-paced environment with demonstrated ability to juggle multiple competing tasks and demands. Supervisory experience required. Must have high level of interpersonal skills to handle sensitive and confidential situations. Position continually requires teamwork, demonstrated poise, tact, and diplomacy. CERTIFICATES, LICENSES, REGISTRATIONS: Georgia Fire and Casualty Broker License required. Valid Driver License required. PHYSICAL DEMANDS: The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. While performing the duties of this job, the employee is regularly required to stand, walk, sit, reach with hands and arms with a minimum lift capability of 30lbs. Specific vision abilities required by this job include close vision, color vision, and the ability to adjust focus. Ability to travel independently to various locations as directed, some air travel may be required.

Contact Natasha Ferguson at 678.240.4521 or [natasha.ferguson@epicbrokers.com](mailto:natasha.ferguson@epicbrokers.com)

**(88) OneBeacon Insurance Group  
Claims Consultant  
Chicago, IL**



As of June 12, 2017

**Description:** We currently have an opportunity available for a Claims Consultant in our Professional Liability practice to handle Management Liability claims with a heavy focus on D&O. This position is responsible for handling and resolving complex, highly specialized assigned claims through investigation, evaluation and disposition. The Claims Consultant determines coverage, drafts coverage correspondence and responds to coverage questions raised by insureds and others. Also, establishes settlement value of the loss and negotiates proper settlement of claims within authority.

**Requirements:** Bachelor's or equivalent experience degree required. JD may be required depending on the needs and requirements of a business unit. The ideal candidate must have 7-10 years of progressively more complex, specialized claims handling experience.

For a complete job description, please visit [www.onebeacon.com/careers](http://www.onebeacon.com/careers) - Refer to Job #593BR.