

WHO'S HIRING? 70 P&C Open Jobs are posted here from Advisen, HCC Public Risk, Krauter & Company, as well as Hollinger Jobs and International Insurance Consultants. NEW! Job Postings from Risk Management departments and Insurance Buyers are now posted here at no charge.

RECRUITERS' JOBS APPEAR FIRST BELOW FOLLOWED BY DIRECT POSTERS BEGINNING WITH JOB #67

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

EMPLOYERS: POST A JOB

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

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

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

WHICH FIRMS ARE HIRING DIRECTLY?

- Advisen, Ltd.
- HCC Public Risk
- Krauter & Company

WHICH RECRUITERS ARE POSTING JOBS?

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

70 JOB POSTINGS for mid - January 2015

ADVISEN'S EXECUTIVE SEARCH DIRECTORY

David J. Hollinger Associates, Inc., Hollinger Jobs

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

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

Catarina Oliveira Caulfield at 732.247.5656 or coliveira@hollingerjobs.com

International Insurance Consultants, Inc.

Glenn Wootton at 954.421.0122 or glenn@iicuri.com

Ray Crowley at 954.421.0122 or ray@iicuri.com

Rick Mockel at 954.421.0122 or rick@iicuri.com

INSURANCE RECRUITING POSITIONS

(1) Business Opportunity

Location Open

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

(2) Commercial Lines Producer

Bergen County / Northern New Jersey

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

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

(3) S.E. Territorial Underwriting Manager (\$ Open)

Remote Location Opportunity

Highly profitable insurance company seeks a Southeast Regional Underwriter to represent the firm. This company is part of a Top 40 insurance group with A.M. Best rating of A+. This position will focus on expanding the agency plant and growing the book on a profitable basis. They write over \$20 million primarily middle market insurance including construction and energy. The focused expansion is on GA, SC, NC, TN, KY and some FL. They have existing agency contracts in all these states and part of the responsibility is getting to know the existing plant as well as expanding it. This is a remote location opportunity and it can be in an office suite. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com. www.insurancerecruitersusa.com

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

NYC

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

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

NY / NJ

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

www.insurancerecruitersusa.com

(6) TPA Sales (\$225K ++)

NY / NJ / PA

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

www.insurancerecruitersusa.com

(7) Senior Executive - Environmental & Energy Underwriting Leader (\$215K - \$275K)

NYC / Northern New Jersey

Posted by Hollinger Jobs as of 1/11/15. A+ property and casualty insurance carrier has an exciting opportunity for a proven Senior Level Underwriting Executive with the interest, energy and desire to build and expand an existing Environmental & Energy Underwriting Division. The main responsibility will be leading an established team of Underwriters responsible for an existing book of \$25M, by establishing and communicating production and profit related goals including new business development, distribution platform management, target loss ratios, policy count, hit ratios and renewal retention. Improve the effectiveness of underwriting staff through leadership/management of organizational and individual competencies. Develop and maintain effective relationships with distribution community at a senior level. Adds tangible value to the current distribution platform. Identify, create, develop and implement new products within their department. Qualifications include Bachelor's degree preferred and minimum of 15 years

underwriting experience, specifically in the environmental and energy business. Demonstrated knowledge of the environmental and energy casualty business, E&S external market, producer community, competitive environment and contributes to the development of business strategy. Proficient in the use of computer programs, including Word, Excel and Outlook. Other core competencies include being passionate for the business, strategic planning, strong communication skills, ability to foster strong internal and external relationships (Client Focus) and mentor/train underwriting staff. Competitive Senior Executive Level base salary (depending upon proven experience and previous success in developing an environmental/energy book of business) as well as additional financial incentives, full benefits, 401K, etc. Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(8) Casualty Treaty Underwriting (\$200K + Participation)

Flexible Location

This top ten global reinsurance carrier enjoys an excellent reputation in the market and is well received by clients and brokers. They have an opportunity for a strong Casualty Underwriter to join an elite team in producing and underwriting treaty reinsurance through the US brokerage community. A true solutions-oriented professional is needed to assist them in making "C" suite presentations and to participate in negotiations. This opportunity is supported by a great backroom and capital resources. If you are technically strong, know or be interested in developing the intermediaries and have energy and passion for the business, this could be the opportunity you have been waiting for. For additional information, please contact Rick Mockel at 954.421.0122 or rick@iicuri.com.
www.insurancerecruiterusa.com

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

New York

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

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

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

New York City

Posted by Hollinger Jobs as of 11/24/14. A+ property and casualty insurance carrier is seeking a Senior Underwriting Specialist for Energy & Engineered Risk – Property Division. The Sr. Underwriter will be responsible for writing profitable commercial lines business for multi-national accounts, selecting and underwriting complex CAR (Construction All Risk) and EAR (Erection All Risk) business within the delegated underwriting authority. Applies appropriate pricing techniques according to company filings and state/bureau conformance. Work with internal departments, i.e., Loss Control, claims, marketing as well as conduct broker and client visitations. 5-8 years minimum direct experience. Bachelor's degree preferred. Proficient in EAR & CAR including experience with underwriting Delay in Start-up, Natural Catastrophe, Testing & Commissioning, and Blended Construction and Operations Programs. Experience in the energy, chemical, petrochemical, power, oil and construction industry are necessary. Familiarity with catastrophe modeling and management of aggregates necessary. This position requires a knowledgeable, intelligent and motivated Underwriter who is interested in working directly with senior management and taking on additional projects and assignments. Base salary to \$180K depending upon experience. Bonus, full benefits package, 401K, pension plan. Please submit resumes to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaulfield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

Midwest

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

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

NYC

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

www.insurancerecruiterusa.com

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

New York

Global insurance group seeks Senior Marketing Executive to develop strategy for their treaty business. This business will be produced by reinsurance intermediaries for the P&C marketplace. Responsibilities include development and execution of the domestic sales and marketing plan through analysis of competitive markets, understanding of brokers' strengths and specialties and comprehensive knowledge of in-house underwriting appetite and pricing. Ability to work with internal Underwriters, Actuaries and claims departments is essential. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com. www.insurancerecruitersusa.com

(14) Western Regional VP (\$160K – \$180K + Participation)

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

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

(15) Professional Lines Underwriting Manager (To 160K +)

New Jersey

Posted by Hollinger Jobs as of 1/11/15. A+ property and casualty carrier is seeking a Professional Liability Underwriting Manager to develop a new profitable Management Liability book. The qualified candidate should have 10+ years of direct Management Liability underwriting including D&O, EPL, and Fiduciary Management Liability business for private companies in accordance. Proven background developing and building broker relationships and be the "go to" person for this new book of business. As the book grows, the Underwriting Manager will be responsible for building a small underwriting team. The qualified candidate should have a leadership/management background within a professional liability underwriting unit. Bachelor's degree preferred; 10+years of related Management Liability underwriting experience required. CPCU, RPLU or insurance related courses preferred. Base salary to \$160K+ including bonus, full benefits, 401K, etc. Northern New Jersey location. Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the National Association of Personnel Services, the Professional Liability Underwriting Society, the Society of Human Resource Management, and the Worldwide Employee Benefits Association.

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

Any City

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

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

East Coast

Posted by Hollinger Jobs as of 1/11/15. A+ property and casualty insurance carrier is seeking an Inland Marine Regional Underwriting Manager to develop and build the Eastern Seaboard. The Manager position is designed for a motivated, articulate, career minded professional interested in long term growth and leadership opportunities.

Underwrite and market a range of inland marine business. Develop agency relationships and build a profitable book of business. Additionally as the region grows, develop a team of inland marine underwriters who will be responsible for building and growing the Eastern Region. Strong attention to detail, ability to build relationships, along with the opportunity to build and create your own team. 7-13 years of direct inland marine underwriting and marketing experience with a P&C carrier. Proven leadership ability and willingness to create and develop a team along with building a profitable region. Candidates in major U.S. East Coast cities including Philadelphia, New York, Boston and Atlanta encouraged to apply. College degree preferred. Designations a plus. Compensation to \$150K - \$200K depending upon experience level. Bonus (approximately 30%) and full benefits package. Please submit your resume in confidence to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or call Jim at 1.732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaulfield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

East

Posted by Hollinger Jobs as of 1/11/15. A+ property and casualty insurance carrier is seeking a Commercial Underwriting Director to provide input and sound judgment into the development of underwriting policies and standards that support developing products, services, and new programs and work in conjunction with product development to develop coverage forms and appropriate pricing. 10 -15 years multi-line middle market underwriting experience in P&C with a strong background in insurance coverage and with at least 5 years prior staff management experience. Knowledge and experience in product development a plus. 4 year college degree with strong verbal and written skills. CPCU or equivalent professional designation or educational equivalent. Travel to underwriting branch offices as needed with a base in New York City. Salary \$150K - \$175K depending upon experience level, bonus, benefits package including 401K, pension plan and company car provided. Approximately 30% travel, mostly to branch offices. Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. Hollinger is a member of: the National Insurance Recruiters Association, the National Association of Personnel Services, the Professional Liability Underwriting Society, the Society of Human Resource Management, and the Worldwide Employee Benefits Association.

(19) Commercial Underwriting Manager / Production Underwriting Leadership (\$150K Package)

MN / St. Paul

This is an A rated insurance company with excellent brand recognition and a very strong capital position. This position will report directly to the senior officer of the region and be the face of the company for commercial lines products. Familiarity with the independent agency system and strong leadership experience is as important as underwriting experience. This position will help create strategy in the region and then implement it. You should have a track record of success. Developing the team members is a critical part of the position responsibility. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com. www.insurancerecruitersusa.com

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

Southwest / Chicago

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

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

Atlanta

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

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

New Jersey

Posted by Hollinger Jobs as of 11/24/14. A+ property and casualty insurance carrier is seeking a Senior Underwriting Specialist for Energy & Engineered Risk – Property Division. The Sr. Underwriter will be responsible for writing profitable commercial lines business for multi-national accounts, selecting and underwriting complex CAR (Construction All Risk) and EAR (Erection All Risk) business within the delegated underwriting authority. Applies appropriate pricing techniques according to company filings and state/bureau conformance. Work with internal

departments, i.e., Loss Control, claims, marketing as well as conduct broker and client visitations. 5-8 years minimum direct experience. Bachelor's degree preferred. Proficient in EAR & CAR including experience with underwriting Delay in Start-up, Natural Catastrophe, Testing & Commissioning, and Blended Construction and Operations Programs. Experience in the energy, chemical, petrochemical, power, oil and construction industry are necessary. Familiarity with catastrophe modeling and management of aggregates necessary. This position requires a knowledgeable, intelligent and motivated Underwriter who is interested in working directly with senior management and taking on additional projects and assignments. Base salary \$130K - \$150K+ depending upon experience. Bonus, full benefits package, 401K, pension plan. Please submit resumes to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

Texas Region

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

(24) Carrier - Branch and Underwriting Operations Manager (To \$130K)

Central NJ

Posted by Hollinger Jobs as of 1/11/15. A+ property and casualty carrier with a strong history of underwriting small to mid-market business is seeking a Branch/Underwriting Manager to further develop a profitable New Jersey portfolio. Responsibilities include overseeing the day to day underwriting, marketing, broker development, other internal

departments and day to day operations. The successful candidate will have a strong history of underwriting standard commercial multi line or package accounts with a proven succession of increased management, supervisory and leadership responsibilities. Strong working knowledge of New Jersey retail agents preferred. Proven background and ability to lead, motivate, train and develop underwriting teams as well being accountable for overall profit/loss of branch. College degree. CPCU, CIC, or other appropriate designations preferred. 10-15 years of direct carrier underwriting leadership. Base salary to \$130K including bonus, benefits, 401K, pension plan, company car. Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaulfield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

Atlanta

Posted by Hollinger Jobs as of 1/11/15. A+ property and casualty insurance carrier currently expanding their Environmental & Energy Division is seeking an addition to staff, a Senior Underwriter who will be responsible for new business production underwriting of middle market environmental and energy casualty business, adhering to underwriting rules and guidelines, building a profitable book of business, and developing strong customer relationships through providing top-notch service. Lines include general liability, contractors pollution, professional, site pollution, products pollution, auto, and umbrella. Appropriate qualifications include a minimum of ten years energy casualty underwriting with contractors, consultants and products risks. Wholesale brokerage development and relationships with wholesale producers. Demonstrated ability to generate profitable new business, along with strong relationship management skills. Proven technical, analytical and computer skills. Energetic, positive and professional business demeanor. Travel up to 20%. Compensation \$125K - \$165K depending upon experience level, along with bonus and full benefits package. Please submit resumes to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaulfield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

Chicago

Posted by Hollinger Jobs as of 1/11/15. A+ property and casualty insurance carrier currently expanding their Environmental & Energy Division is seeking an addition to staff, a Senior Underwriter who will be responsible for new business production underwriting of middle market environmental and energy casualty business, adhering to underwriting rules and guidelines, building a profitable book of business, and developing strong customer relationships through providing top-notch service. Lines include general liability, contractors pollution, professional, site pollution, products pollution, auto, and umbrella. Appropriate qualifications include a minimum of 10 years energy casualty underwriting with contractors, consultants and products risks. Wholesale brokerage development and relationships with wholesale producers. Demonstrated ability to generate profitable new business, along with strong relationship management skills. Proven technical, analytical and computer skills. Energetic, positive and professional business demeanor. Travel up to 20%. Compensation \$125K - \$165K depending upon experience level, along with bonus and full benefits package. Please submit resumes to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaulfield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

Dallas, Houston

Posted by Hollinger Jobs as of 1/11/15. A+ property and casualty insurance carrier currently expanding their Environmental & Energy Division is seeking an addition to staff, a Senior Underwriter who will be responsible for new business production underwriting of middle market environmental and energy casualty business, adhering to underwriting rules and guidelines, building a profitable book of business, and developing strong customer relationships through providing top-notch service. Lines include general liability, contractors pollution, professional, site pollution, products pollution, auto, and umbrella. Appropriate qualifications include a minimum of 10 years energy casualty underwriting with contractors, consultants and products risks. Wholesale brokerage development and relationships with wholesale producers. Demonstrated ability to generate profitable new business, along with strong relationship management skills. Proven technical, analytical and computer skills. Energetic, positive and professional business demeanor. Travel up to 20%. Compensation \$125K - \$165K depending upon experience level, along with bonus and full benefits package. Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at

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

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

NYC / Northern NJ

Posted by Hollinger Jobs as of 1/11/15. A+ property and casualty insurance carrier currently expanding their Environmental & Energy Division is seeking an addition to staff, a Senior Underwriter who will be responsible for new business production underwriting of middle market environmental and energy casualty business, adhering to underwriting rules and guidelines, building a profitable book of business, and developing strong customer relationships through providing top-notch service. Lines include general liability, contractors pollution, professional, site pollution, products pollution, auto, and umbrella. Appropriate qualifications include a minimum of 10 years energy casualty underwriting with contractors, consultants and products risks. Wholesale brokerage development and relationships with wholesale producers. Demonstrated ability to generate profitable new business, along with strong relationship management skills. Proven technical, analytical and computer skills. Energetic, positive and professional business demeanor. Travel up to 20%. Compensation \$125K - \$165K depending upon experience level, along with bonus and full benefits package. Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

New York, NY

This leading risk management organization services hospitals and other medical related care facilities by offering risk management services, property casualty insurance and claims handling services. They enjoy an excellent reputation and are seeking an attorney to handle complex medical malpractice claims and lawsuits that arise from these facilities. A qualified candidate would have strong medical malpractice knowledge and be able to oversee litigation, investigation and disposition of complex medical malpractice claims. You must be a JD and have the ability to handle the claim from start to finish by establishing damages, choosing counsel and directing the process through negotiations and settlement. This role is intellectually stimulating and challenging. Travel is generally localized.

Knowledge of carrier based processes will be helpful. For additional information, please contact Rick Mockel at 954.421.0122 or rick@iicuri.com. www.insurancerecruiterusa.com

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

Location Flexible

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

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

Chicago

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

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

Atlanta, GA

This is an A rated insurance company that is steadily growing for the last five years. The position will represent the company in the Southeast, based out of Atlanta, utilizing both wholesale and retail distribution. You should have a couple of years of casualty excess underwriting experience in the mid-market space. This division works with several

industries; hospitality, manufacturing, habitational, distributors, entertainment and services. You will be the representation for this segment, reporting to the executive that runs this division, who is not in Atlanta. You will have the energy and passion to carry the flag for the company and be mature enough to work autonomously. This position will carry underwriting authority into the distribution model. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com. www.insurancerecruitersusa.com

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

Nassau County, Long Island

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

(34) Senior Casualty Underwriter-Southern California (to \$120K)

Posted by Hollinger Jobs as of 1/11/15. A+ property and casualty insurance carrier is seeking a proven Senior Commercial Casualty Underwriter to underwrite general liability, auto liability, and excess liability as well as develop agency and producer relationships. Requires 3-10+ years direct casualty/products liability underwriting with a property and casualty carrier. Proven background with producer relationships on the West Coast. College degree required. Designations (CPCU, CIC, etc.) highly desirable and preferred. \$90K - \$120K base salary depending upon experience level, benefits package, incentive plan. Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at 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) Accounting – Staff Accountant (\$115K + Participation)

Florida

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

(36) Carrier – Leader / Manager Ceded Re (\$100K - \$200K)

Northern NJ

Posted by Hollinger Jobs as of 1/11/15. A+ property and casualty insurance carrier writing both domestic and international business is seeking a highly motivated, career minded and dedicated insurance professional for a leadership role to support Ceded Reinsurance and Specialty Business. This position will be considered a Manager/Director role. Working directly with senior level Managers, the appropriate and qualified candidate will be working closely with the VP of Ceded Re leading all treaties from creation to submission, as well as interacting with brokers, managing contracts and negotiating terms. Additionally, the qualified individual will be handling all work flows by reviewing contracts between the Parent company (Ceded Re Division) and a Specialty Sub Division. Review new capital market vehicles for several lines of business, work with Sub Division team on cessions, contract wording on all treaties, manage the process on all submission, stub issues, and data requirements. The successful candidate will have 2-8 years of property and casualty insurance experience in a fast paced reinsurance, primary insurance or capital market role. Qualified candidates can come from the carrier or brokerage environment. Exposure to underwriting multiple lines of business highly preferred. Reinsurance treaty underwriting preferred with some exposure to property treaty lines. Ability to understand and interpret complex reinsurance contracts. BS/BA in Business, Mathematics, Actuarial or Risk Management. Insurance designations (CPCU, CIC, ARM) or pursuance of insurance designations highly desirable. Ability to interact with multiple departments, including underwriting, compliance, regulatory, actuarial. This is a true career level opportunity working directly with senior management. Compensation will be dependent upon experience level, \$100K - \$200K base range, bonus plan, and full benefits package. Please submit resumes to Jim Lieberman, SVP at jalieberman@hollingerjobs.com or call 732.247.5656.

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

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

New York City, NY

Posted by Hollinger Jobs as of 1/11/15. Large retail brokerage firm is seeking a Commercial Account Executive to service and act as client adviser for an existing book of middle and large market commercial accounts. Proven background servicing multi line commercial accounts, ideally mid to large size accounts, including marketing and account rounding. Full service functions with additional junior AE support. Professional growth opportunities. Must have a background as a commercial generalist account executive with a mix of real estate, construction, restaurants and some wholesale/retail. College degree preferred. 6-10+ years of direct account management expertise with a mid to larger size retail agency. P&C license required. Professional growth opportunities based on performance. This position requires a motivated Commercial AE looking to work with the client directly, not just in a servicing but in a client adviser role. To \$110K depending upon experience level, bonus plan and full benefits package. Please submit your resume in confidence to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or call Jim at 1.732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

Atlanta

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

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

NYC

Posted by Hollinger Jobs as of 1/11/15. Our client, a well-established large brokerage firm providing commercial, personal, professional lines and group benefits products and services, is seeking a Senior Commercial Account Executive for their NYC office to service consequential Construction Accounts. The qualified candidate should have 10+ years retail brokerage commercial account management experience, with a strong niche servicing and working with larger construction firms. College degree preferred. License required. Compensation will be dependent upon experience, \$90K - \$110K+ including incentives/benefits package. Please submit your resume in confidence to Catarina Caulfield, Sr. Recruiting Specialist at ccaufield@hollingerjobs.com or call Cat directly at 732.247.5656. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and WEB.

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

NYC

Posted by Hollinger Jobs as of 1/11/15. A+ property and casualty insurance carrier is seeking a State Filings Analyst/Supervisor. Review bureau circulars and regulatory bulletins for product impact. Prepare and submit rate, rule and form filings to state insurance departments and respond to outstanding issues. Perform analysis and work with actuarial department to determine effect of loss cost revisions. Perform appropriate IT responsibilities to implement system changes. Prepare communications to announce program updates. Research competitive information for product development as needed. Requirements: 4+ years of experience working in commercial lines. Excellent knowledge of SERFF and excel knowledge of regulatory process. Excellent written and oral communication skills. CPCU designation preferred. \$90K - \$100K+ depending upon experience including complete benefits package. Please submit resumes to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

NYC

Posted by Hollinger Jobs as of 1/11/15. Our client, a well-established brokerage firm in NYC, is expanding and seeks two additional AEs to work with larger sized accounts (average account revenue is \$20K - \$50K+). This is a well-run, friendly, team oriented office with AEs being responsible for account management, client interface and coordinating all service functions and related marketing. Qualified candidates should have a minimum of 5-15 years' experience with consequential accounts. Industry disciplines should include real estate, hotels, financial services and related insurance matters. College degree and licenses are expected. Advanced degree, CPCU, CIC, etc. are preferred. Compensation will be up to \$90K, DOE. Please submit your resume in confidence to John R. Huttner, President, David J. Hollinger Associates. Email: jrhuttner@hollingerjobs.com or contact at (ofc) 732.247.5656 or (dd) 732.319.0670. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaulfield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

(42) Construction Defect Claims Specialist (To \$90K's plus Participation)

Anywhere from GA to North NJ

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

www.insurancerecruitersusa.com

(43) Sr. WC Claims Representative (Salary to \$85K)

Midwest

This growing Midwest carrier has an excellent rating and reputation in the market place. They have been methodically growing their business and as a result are expanding their work comp claims team. They have an outstanding opportunity for a talented, business minded WC Claims professional for a Sr. position handling claims from their

Midwest Region. The ideal candidate would be a true professional with a minimum of three plus years handling WC claims. Their preference would be for this representative to have multi-jurisdictional claims experience as the position will see claims from multiple Midwest states. The ability to evaluate the claim and handle the claim from start to finish would be a plus. The candidate must be self-motivated, possess solid interpersonal and organizations skills and be interested in growing with a company that has a very entrepreneurial business approach. If you have good technical knowledge, a desire to excel, a strong work ethic and want to grow with an elite organization please contact Rick Mockel at 954.421.0122 or email Rick at rick@iicuri.com www.insurancerecruiterusa.com

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

NJ

Posted by Hollinger Jobs as of 1/11/15. A+ property and casualty insurance carrier is seeking a Senior Commercial Underwriter/Team Lead, responsible for underwriting new business and developing brokerage relationships nationally. 8-10 years of insurance carrier underwriting, commercial multi-line or package account background, standard and/or excess and surplus lines as well as ability to interact positively with the brokerage community. Proven background taking ownership in a book of business as well as any current leadership responsibilities preferred. This is a professional growth position with existing team lead responsibilities. College degree required, CPCU preferred. \$80K - \$110K+ depending upon experience + bonus plan and full benefits package. Please submit your resume in confidence to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or call Jim at 1.732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaulfield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

Location Flexible

This very successful underwriting operation with a nationwide reach has great capital and resources. They are well respected for their entrepreneurial business spirit and their many program niches. Their growth has created an opportunity within their underwriting unit that focuses on Real Estate Owned properties held by financial institutions and investment operations. They are looking for an experienced Production Underwriter with REO underwriting background to help them continue the growth they have experienced. This opportunity has potential to be a remote position and they would like to find an individual with solid technical underwriting background and knowledge of the

REO market place. Additional skills will include the ability to work in a collaborative manner and be a self-starter. This operation has a proprietary system that is second to none and produces very high hit ratios. If interested, please contact Rick Mockel at 954.421.0122 or rick@iicuri.com, www.insurancerecruitersusa.com

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

NY

Posted by Hollinger Jobs as of 12/26/14. Our client, a well-established broker with offices in NY, seeks an experienced Sr. AE with medium to large size account background. This is a full service AE/client servicing function with additional duties for new business development and rounding out of accounts. Ideally, candidates should have 5+ years of experience in a consequential servicing role, along with strong technical competencies. This individual will be responsible for day to day servicing and account management, thus ensuring overall account profitability. Additionally, each candidate must have a history of developing and maintaining client relationships, as well as, new business development & marketing to prospective clients. This is a solid team oriented environment with each person responsible for their own work and pitching in where necessary. College degree and licenses are expected. Advanced degree, CPCU, CIC, etc. are preferred. Compensation will be \$75K - \$100K+ DOE. Please submit your resume in confidence to John R. Huttner, President, David J. Hollinger Associates. Email: jrhuttner@hollingerjobs.com or contact at (ofc) 732.247.5656 or (dd) 732.319.0670. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaulfield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

NYC Downtown

Posted by Hollinger Jobs as of 1/11/15. Our client, an established insurance brokerage firm in NY, seeks a motivated professional to work in an AE role with large middle market accounts with premiums up to \$2M (real estate, manufacturing, financial firms). Position handles day to day account servicing and management, including client interface. Candidates should have 5-10 years of experience in a client servicing role, excellent communication and relationship building skills, as well as strong technical competencies. This is a friendly team oriented environment. College degree and licenses are preferred. Advanced degree, CPCU, CIC, etc. are a plus. Compensation is flexible, DOE. \$75K - \$95K+ and bonuses. Please submit your resume in confidence to John R. Huttner, President, David J. Hollinger Associates. Email: jrhuttner@hollingerjobs.com or contact at (ofc) 732.247.5656 or (dd) 732.319.0670. Additionally,

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

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

New York City, NY

Posted by Hollinger Jobs as of 1/11/15. Our client, an established and thriving broker with offices in the NYC, seeks an Ocean Marine Claims Examiner, to conduct thorough investigations, evaluate and negotiate complex claims including litigation, coverage issues and subrogation that will ensure compliance with carrier claim handling guidelines &/or requirements of principals regarding TPA business, including reserving and payment practices, resource management, regulatory requirements and Fair Claims Practices Acts. 7+ years proficiency in Ocean Marine and Hull and Cargo claims experience including handling marine claims; successfully negotiating settlements; verifying coverage; appropriately setting reserves; and successfully completing investigations. College degree and/or insurance licenses and designations required. Compensation is up to \$70K - \$75K, DOE. Please submit your resume in confidence to Catarina Oliveira Caulfield, Sr. Recruitment Specialist at ccaufield@hollingerjobs.com or 732.247.5656. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or John Huttner, President at jrhuttner@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and WEB.

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

NYC

Posted by Hollinger Jobs as of 1/11/15. We seek a Senior Personal Lines Account Executive/Manager for an established brokerage firm in NYC. Candidate will be solely responsible for running an entire book of VIP business, working directly with clients and markets. This role is the face of the company for VIP clients. Only candidates with a strong background and proven experience in VIP personal lines work will be considered, as well as, in-depth knowledge of carrier forms, credits, coverages, and ratings. The chosen candidate will be expected to round out accounts, as well as, bring in new business. Applicants must be highly independent and reliable. Candidates must have excellent verbal and written communication skills, as well as, great organizational skills. Compensation will be

dependent upon experience and will range from \$70K - \$95K base plus full benefits package. Please submit your resume in confidence to Catarina Caulfield, Sr. Recruiting Specialist at ccaufield@hollingerjobs.com or call Cat directly at 732.247.5656. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and WEB.

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

NYC

Posted by Hollinger Jobs as of 1/11/15. This is a fabulous opportunity with a regional broker due to growth within the organization. Join a growing, regional firm with several offices in the US and a strong history of business development. We seek an experienced AE with solid background in fine arts and related fields (auction houses, galleries, museums, jeweler's block, private collections, etc.). This confidential search requires an experienced P&C broker with a history of leadership and mentoring within their organization, and specific experience in Fine Arts. Position requires flexibility in balancing client interface, technical expertise, troubleshooting, client enrollment and retention. Some travel is expected. Ideally, candidates will have 7-10+ years of experience in brokerage and/or underwriting, including familiarity with Lloyds. This is a collegial, highly professional, fast paced environment where everyone pitches in on accounts. College degree and licenses are expected. Advanced degree, CPCU, CIC, etc. are preferred. Compensation will be dependent upon experience \$70K - \$95K+. Please submit your resume in confidence to Catarina Oliveira Caulfield, Sr. Insurance Recruiter at ccaufield@hollingerjobs.com. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and WEB.

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

Northeast Ohio / Cleveland Area

Posted by Hollinger Jobs as of 1/11/15. Long standing financially strong property and casualty insurance carrier is seeking an addition to staff, a Senior Internal Auditor, Information Technology. In this role, you will be responsible for

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

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

Northwest New Jersey

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

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

(53) Property Claims Examiner (\$65K - \$75K)

Chicago Suburbs

Posted by Hollinger Jobs as of 1/11/15. Long standing financially sound property and casualty insurance carrier is seeking a Commercial Property Claims Examiner. Determines coverage and investigates, analyzes, negotiates and settles claims while delivering quality customer service in a moderate to high volume, moderate complexity work environment. Determines whether or not proper coverage exists for the type of claim assigned. Investigates thoroughly to obtain relevant facts concerning all aspects of the claim, such as coverage, liability, legal climate, potential exposure, and damages, and makes decisions, where appropriate, on claim resolution. Monitors ongoing case development for appropriateness. Additional responsibilities will include establishing proper reserves, negotiation/settlement, mentoring/coaching, some travel as needed. Proven ability to handle property claims with exposure up to \$75,000. Five or more years equivalent claims adjusting/industry related experience. Demonstrated strong verbal, written, and interpersonal skills resulting in the ability to communicate effectively with multiple levels within the organization. Proficient use of various core systems, office and computer equipment and software packages. Bachelor's degree or commensurate experience. \$65K - \$75K including full benefits package. Location within an hour West of Chicago. Please submit resumes to Jim Lieberman, EVP at jalieberman@hollingerjobs.com or call 732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

CT

Posted by Hollinger Jobs as of 1/11/15. Our client, an established and growing corporation with a global presence is current seeking an Insurance Risk Analyst to join their team as the #3 person in the department for their Fairfield County, CT office. The chosen candidate will be responsible for supporting the Regional Insurance Department Manager with all facets of corporate insurance programs, including but not limited to: manage & oversee certificate of

programs, review coverage requests, oversee claims management processes, collect and assess underwriting data for business units, review standard contracts, coordinate surety bond program, manage audit process, etc. This is a Junior Risk Management role, and an excellent opportunity professional growth. All applicants must have 3-6 years' experience in an insurance environment with a solid understanding of insurance coverages, excellent proven insurance quantitative and analytical skills, a minimum of a Bachelor's degree (with concentrations in Accounting, Finance, Risk Management, Insurance, Statistics, Mathematics, Actuarial, etc.), and a fundamental understanding of core accounting and finance principals. Compensation will be dependent upon experience, \$60K - \$75K+ plus full benefits package. Please submit your resume in confidence to Catarina Caulfield, Sr. Recruiting Specialist at ccaulfield@hollingerjobs.com or call Cat directly at 732.247.5656. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and WEB.

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

NYC

Posted by Hollinger Jobs as of 1/11/15. Our client, an established and thriving broker with offices in the NYC, seeks an Ocean Marine Cargo Account Executive. The chosen candidate should have 7+ years proficiency in Ocean Marine, Hull, Cargo mid-size account management experience, including servicing of new and renewal business. College degree and/or insurance licenses and designations required. Compensation is up to \$75K, DOE. Please submit your resume in confidence to Catarina Caulfield, Sr. Recruiting Specialist at ccaulfield@hollingerjobs.com or call Cat directly at 732.247.5656. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and WEB.

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

Northeastern OH

Posted by Hollinger Jobs as of 1/11/15. Our client, a well-established and financially sound P&C insurance carrier is

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

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

Nassau County

Posted by Hollinger Jobs as of 12/26/14. Our client, a well-established regional brokerage operation, is seeking an Account Manager to join their Nassau County office and service small multi-line commercial accounts. This position is designed for a candidate with a proven background in servicing a broad spectrum of small accounts. P&C License is required, 4-yr college degree preferred. Compensation will be dependent upon experience, \$55K - \$65K plus benefits. Please submit your resume in confidence to Catarina Caulfield, Sr. Recruiting Specialist at ccaufield@hollingerjobs.com or call Cat directly at 732.247.5656. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and WEB.

(58) Underwriter Agribusiness (\$50K - \$100K)

Northern New England

Posted by Hollinger Jobs as of 1/11/15. A+ property and casualty insurance carrier is seeking an Agribusiness Underwriter to write new and renewal business. Qualified candidates must have 3-5 years' minimum of commercial

agribusiness or farm underwriting and marketing to retail agency plant system. Strong technical coverage and business development experience required, with a strong interest for writing farm business. Bachelor's degree required. Professional growth opportunities within the carrier. \$50K - \$100K depending upon experience including full benefits package and relocation assistance will be considered. Please submit your resume in confidence to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or call Jim at 1.732.247.5656. Additionally, you may reach out to John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com or Catarina Caulfield, Recruiting Specialist at ccaufield@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association.

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

Manhattan

Posted by Hollinger Jobs as of 1/11/15. Our client, an established and profitable retail brokerage, is seeking a Sr. Personal Lines Account Executive to service and market new and renewal business. VIP account background desirable. The chosen candidate will have at least 7yrs experience servicing a book of consequential Personal Lines business (including VIP, Fine Arts, Jewelers, etc.). College Degree and P&C License required. Sagitta or AMS experience preferred. Compensation will be dependent upon experience, \$50K - \$75K plus full benefits package. Please submit your resume in confidence to Catarina Caulfield, Sr. Recruiting Specialist at ccaufield@hollingerjobs.com or call Cat directly at 732.247.5656. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and WEB.

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

Manhattan

Posted by Hollinger Jobs as of 1/11/15. Our client, a retail brokerage firm with a strong history of developing successful and profitable business, is seeking an Associate Account Executive to service and market a book of Entertainment business, in addition to supporting other Account Executives on larger accounts. The qualified candidate will have at least 4-10 years' experience servicing commercial lines accounts, preferably with some experience handling entertainment business. College degree required. P&C license required. Compensation will be dependent upon experience, \$50K - \$65K plus full benefits package. Please submit your resume in confidence to

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

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

Manhattan

Posted by Hollinger Jobs as of 1/11/15. Our client, a well-established large brokerage firm, is seeking a Commercial Lines CSR/Account Manager for their NYC office. The qualified candidate will have 5+ yrs experience in a retail brokerage environment and a proven background servicing commercial accounts, with a good understanding of property accounts. This is an excellent growth opportunity for someone looking to make the next step in their insurance career. College degree and P&C license required, industry designations a plus. Compensation will be dependent upon experience, \$50K - \$60K plus benefits. Please submit your resume in confidence to Catarina Caulfield, Sr. Recruiting Specialist at ccaufield@hollingerjobs.com or call Cat directly at 732.247.5656. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and WEB.

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

Albany County

Posted by Hollinger Jobs as of 12/26/14. A+ property and casualty insurance company is seeking an addition to staff, a Commercial Lines Underwriter to join their Albany County, NY office. The qualified candidate will possess 5+ years of commercial multi-line or package underwriting experience. Candidates with strong property and worker's compensation experience are preferred. Applicants must possess a 4-yr college degree and industry designations are preferred. This is an exciting opportunity for insurance professionals who are looking for new challenges with a company that offers professional growth and stability. Compensation will be dependent upon experience, \$50K - \$65K plus benefits package. Please submit your resume in confidence to Catarina Caulfield, Sr. Recruiting Specialist at

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

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

RI

Posted by Hollinger Jobs as of 1/11/15. Our client, a well-established and growing brokerage firm is seeking an Underwriting Assistant to join their Rhode Island location. The chosen candidate will be charged with servicing an existing book of middle-market commercial lines package business. In addition to servicing commercial accounts, responsibilities will include maintaining policy accuracy, managing files, assist in proposal preparation, and working closely with underwriters. The ideal candidate will possess 2-5 years' experience in a wholesale or carrier environment, marketing and underwriting accounts. A 4-year college degree is required, and a P&C license is preferred. Compensation will be dependent upon experience, \$40K - \$55K plus full benefits package. Please submit your resume in confidence to Catarina Caulfield, Sr. Recruiting Specialist at ccaufield@hollingerjobs.com or call Cat directly at 732.247.5656. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or John R. Huttner, President, David J. Hollinger Associates at jrhuttner@hollingerjobs.com. Hollinger is a member of: the National Insurance Recruiters Association, the Professional Liability Underwriting Society, and the Worldwide Employee Benefits Association. Hollinger is a member of: The Top Echelon Network, the National Insurance Recruiters Association (NIRA), PLUS, and WEB.

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

Posted by Hollinger Jobs as of 1/11/15. Large and financially successful retail brokerage firm is seeking an Assistant Commercial Account Executive, responsible for servicing multi line commercial accounts, marketing, underwriting, servicing, renewal negotiation, risk analysis, consulting, problem resolution, reviewing and rating. Qualifications include 1-5 years of commercial multi-line account management with a retail brokerage firm. P&C License required. College degree required. Experience with Sagitta or AMS 360 preferred. Strong customer service and computer skills required. \$40K - \$50K base including full benefits package/incentives. Please submit your resume in confidence to Catarina Caulfield, Sr. Recruiting Specialist at ccaufield@hollingerjobs.com or call Cat directly at 732.247.5656.

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

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

New York, NY

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

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

Philadelphia, PA

Posted by Hollinger Jobs as of 1/11/15. Our client, an established broker with offices in the Philadelphia area, seeks Customer Service Representative/Assistant Account Manager for day to day servicing of mid-sized commercial lines business including new and renewal business. Ideal candidates should have a broad range of commercial accounts experience, (both sizes and industries), in addition to excellent customer service skill sets, and strong communication, organizational and analytical skills. This is a small, friendly team, and everyone works together for maximum results. College degree and licenses are expected. College degree and/or insurance licenses and designations required. Compensation will be a base of \$40K - \$50K DOE, plus benefits. Please submit your resume in confidence to Catarina Oliveira Caulfield, Sr. Recruitment Specialist at ccaufield@hollingerjobs.com or 732.247.5656. Additionally, you may reach out to James A. Lieberman, Executive Vice President at jalieberman@hollingerjobs.com or John Huttner,

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

DIRECT JOB POSTINGS

(67) Advisen, Ltd.

Sales Representative

New York, NY

As of January 08, 2015

Description: Advisen is a leading data, analytics and media company that serves the Property & Casualty insurance industry. Our clients are insurance companies, insurance brokerages, and large Risk Management departments. In January 2015, we will add an additional Junior Sales Representative to our team to help build our subscription and data license business. We intend to hire someone for this entry-level position whom we can train & grow. In return for helping us to promote and sell subscriptions and collect data from existing and prospective customers through a variety of approaches that range from direct marketing and cold-calling to building relationships, we offer a position on a team that is consistently growing our revenue, and a competitive base salary. **RESPONSIBILITIES:** Establish, develop and maintain business relationships with current customers and prospective customers; Generate new business for the Advisen's products & services; Make telephone calls, send emails, and give presentations to existing and prospective customers; Research prospects and customers and gather information that leads to future business; Soak up industry knowledge from the people around you who know more than you like a sponge; Receive base compensation bi-monthly.

Requirements: An undergraduate degree from a four-year college is required because we want to benefit from your college's effort to mature your thought process; you must have some sales experience or be able to convince us that you have some sales experience. Our view is that we can teach you all of the insurance details you might need to know, but some selling skills are innate; you must be able to demonstrate an aptitude for problem-solving rather than problem-causing. An ability to determine solutions for customers with a consultative sales approach is a strong plus,

too; You must be results-orientated, able to work independently, and within a team environment; Since this is a sales job and we are detail-oriented, you must demonstrate excellent verbal and written communication skills with an eye for detail; Do not apply if you are not proficient in the Microsoft Office suite of applications or if you do not have a sense of humor, or if you no other skills & talents than those listed on your resume.

To apply for this position, email your resume to apply@advisen.com. Please note that Advisen uses E-verify to confirm legal I-9 work status in the US.

(68) HCC Public Risk

Operations Manager

Auburn Hills, Michigan

As of January 13, 2015

Description: HCC Public Risk has a great opportunity for an experienced P&C Operations Manager to join our Management Team. HCC Public Risk is part of HCC Insurance Holdings, Inc. (“HCC Insurance”). This position will oversee, manage and monitor local accounting, IT, reporting and office facility. Work closely as strategic business partner with senior leadership to ensure goals and objectives are being achieved. Interact closely with department management in the areas of Underwriting, Compliance, Human Resources, and Claims to ensure smooth cross-functional operational processes. Work with other departments outside the Business Unit to determine and prioritize projects and activities for both the Business Unit and the organization. Ensures that the Business Unit meets or exceed Gross Written Premium, net income, and customer satisfaction goals. Works with the Business Unit management team to resolve producer issues. Works with other Business Unit management team to ensure consistency and uniformity of practices of the organization. Communicates and ensures understanding of policies and practices. Works in a matrix role with sales and Business Unit to identify, develop, and implement problem resolution strategies to enhance customer satisfaction. Coordinate activities and communications across various groups including claims/actuarial, accounting, IT and underwriting, with the goal of establishing an efficient and effective process. Responsible for working with management and Corporate management, including the Corporate internal audit department, to ensure the internal control structure is effective and properly functioning, and that any deficiencies are identified and communicated along with a plan for remediation. Work with Compliance management to ensure Corporate, federal, state and local requirements are being adhered to consistently, efficiently and cost effectively.

Support and/or lead structuring, negotiating, accounting for and integrating business development activities. Work with the management teams to prepare and review annual budgets. Work with the management teams on reviewing and controlling the operational expenses of the Business Unit and analyzing the operational effectiveness. Support the management teams to prepare and execute on the Business Unit's strategic plan (both short and long-term). Other duties as assigned by senior leadership.

Requirements: Bachelor's degree in Business Management or a related field or the equivalent education and/or experience. Minimum of eight years of relevant and progressive experience as Business Operations Manager with P&C insurance experience. Minimum of five years of leadership experience.

If your experience matches these requirements, please provide a resume along with a cover letter which includes salary requirements to slumley@hcc.com. Kindly reference "Operations Manager" in the subject line of your email.

(69) Krauter & Company

Assistant Account Executive

New York, NY

As of January 9, 2015

Description: We are a full-service, international insurance and benefits brokerage with an expertise in Mergers and Acquisitions. Krauter & Company was founded in 2004 and we currently have ten offices around the U.S., headquarters located in Manhattan. Home to the insurance industry's most experienced, innovative, and knowledgeable professionals, Krauter & Company drives a unique, bottom-line oriented attitude toward risk management strategy. Customized solutions, qualified objectives, and a collaborative approach have enabled us to thrive within the burgeoning modern culture of risk. This position, located in New York, NY, will support the senior brokers in managing client accounts and begin to handle their own book of business as their skills progress. To fulfill this role, the person will: Assists in the preparation of marketing submissions and renewal proposals for presentation to client; Prepare invoices; Issue Certificates and Auto Identification Cards; Binder and policy checking; Participate in mid-year, annual, and other client meetings; Compile and assist with special reports, documents, and presentations using various software tools, including Word, Excel, and PowerPoint; Make a positive contribution to client satisfaction and constantly strive to improve service to clients; Establish relationships with insurance carriers and other vendors,

interfacing with them effectively on renewals and other client issues; Participate as a member of the consulting team in developing overall client strategy; Manage the quality and timeliness of client deliverables; Assist with the preparation and delivery of clear and concise client-friendly communications.

Requirements: College degree. Proficiency in communication abilities on all professional levels. Advanced knowledge of Word, PowerPoint, and Outlook. Excellent verbal and written communication skills. Ability to manage multiple tasks while working independently. Prior insurance experience. Knowledge of 'Epic' Systems.

Contact Mathi Fuchs at mfuchs@krautergroup.com

(70) Krauter & Company

Staff Accountant

New York, NY

As of January 9, 2015

Description: We are a full-service, international insurance and benefits brokerage with an expertise in Mergers and Acquisitions. Krauter & Company was founded in 2004 and we currently have ten offices around the U.S., headquarters located in Manhattan. Home to the insurance industry's most experienced, innovative, and knowledgeable professionals, Krauter & Company drives a unique, bottom-line oriented attitude toward risk management strategy. Customized solutions, qualified objectives, and a collaborative approach have enabled us to thrive within the burgeoning modern culture of risk. In our New York office, we are seeking a highly organized, intelligent and efficient individual to assist the Director of Finance. **RESPONSIBILITIES:** Assist with receivables, payables, and budgets; Daily contact with clients for premium financing and payable; Prepare ad hoc reports for production staff; Daily cash logging; Cash allocation; Invoice preparation; Account reconciliations; Expense Processing.

Requirements: Strong proficiency in Excel is mandatory. Test will be given at time of interview. Advanced knowledge of Word, PowerPoint, and Outlook. Ability to work in a fast paced environment while multi-tasking. Self-Starter who can develop and improve internal processes. Excellent verbal and written communication skills. At least 2 years of accounting experience (insurance industry a plus). BA/BS preferred. Knowledge of Epic Systems.

Contact Myles Block at mblock@krautergroup.com