

Who's hiring in this market? Looking for a commingled list of insurance positions from top insurance search firms? Are you hiring commercial insurance professionals and want to reach our FPN audience of 100,000? How much do new Underwriters or Claims Analysts make? Advisen posts a new Job Posting column every two weeks. Contact [jobpostings@advisen.com](mailto:jobpostings@advisen.com) for more info or read here. Advisen's Job Postings are presented so that you can simply scroll through the entire list of jobs without clicking boxes or filters on some website job board. With Advisen, you see everything available anywhere. We think this presentation is better. Our best anecdotal evidence shows that the majority of FPN readers who read this column either have jobs and are simply curious about what other opportunities exist and what peers & competitors are doing. Advisen's Job Postings relies on this network of readers to then e-mail this column to someone else with a "hey, look at this job!" This column has become one our most read columns.

We post jobs from Advisen clients for free as a courtesy; all others pay \$250 to post a job. Employer Job Postings appear in alphabetical order of employer name followed by recruiter postings appear in alphabetical order of position name. To see all Job Postings archived on Advisen, log-in to Advisen, click the NEWS dropdown menu and select Job Postings.

**Which Insurance Firms are Hiring directly?**

Allied World Assurance Company  
Scottsdale Insurance Company  
T&H Brokers, Inc. (fka Tanenbaum - Harber Co., Inc)

**Which Insurance Recruiters use Advisen to reach you?**

Hollinger Jobs  
International Insurance Consultants, Inc.  
Platinum Search Group, Inc.  
Smith Hanley Associates LLC

TO POST A JOB, contact [jobpostings@advisen.com](mailto:jobpostings@advisen.com)

**Allied World Assurance Company  
Product Specialist Manager (Medical Malpractice)  
Farmington, CT / New York, NY**

As of December 15, 2009

**Description:** P/L: Responsible for product premium growth targets across the country; Responsible for product profitability; Product Responsibilities: In coordination with Practice and Product Leads develop product strategy, execute and implement product strategy through underwriting team, monitor claims activity, trends and developments, monitor pricing and rate changes, technical specialist

in product line, enhanced signoff and authority; develop and recommend current product enhancements and changes; work with actuary to develop rating plans, filings and compliance issues as needed; train and develop underwriters on strategy, product, rating for the product; research and develop appetite with CUO, Communicate to Underwriters: New Product Development: In coordination with Product Lead, recommend, evaluate and develop new products and new segments of the business, Look for new opportunities - programs, broker alignments; develop policy forms and applications; review and evaluate underwriting risk factors, create and implement underwriting policies / guidelines, Justify and communicate underwriting requirements, go to person for product questions; Research; gather product intelligence and develop exposures briefs; keep abreast of evolving judicial decisions, laws and regulations affecting liability exposure; market environment; monitor competitor activity and developments as respects the product across the country,; present at industry segment specialty; Reporting: JUAG; Endorsement: assist in creating, responsible for approval; compliance: monitoring, develop and implement UW audit process, oversee state filings.

**Requirements:** Bachelors Degree or higher, plus 5 - 10+ years of related medical professional liability underwriting or related industry experience. A strong work ethic combined with the necessary underwriting, negotiation, communication and people skills required.

Please submit your resume in confidence to [ushr@awac.com](mailto:ushr@awac.com)

**Scottsdale Insurance Company**  
**FS D&O Underwriting Specialist / Manager**  
**San Francisco, CA**

As of December 29, 2009

**Description:** The incumbent will be responsible for, but not limited to, the following duties: 1) Reviews individual risks or programs within assigned territory from brokers and either declines or accepts business based upon information necessary to make decisions; Analyzes, with the highest level of technical expertise and accuracy, exposures to loss, develops an adequate premium charge for the exposure, determines appropriate endorsements and exclusions to address loss exposures for the insurance contract. 2) Achieves individual production and loss ratio goals within assigned territory through sound territory management and marketing; Works with the most complex issues concerning coverage, programs, agents, brokers and program managers; Continually analyzes premium and loss

results in their territory by agency, state, major class of business and by program; Performs audits of individual risks for compliance with company guidelines, state regulations and reinsurance conditions. 3) Handles policy maintenance items and other mid-term requests; Reviews endorsement requests and processes necessary changes to the policy; Reviews loss control reports and makes recommendations to the broker. 4) Independently establishes and maintains effective relationships with Brokers in order to generate premium dollars and profitably; Entertains Brokers to market services and ensure strong relationship to write business. 5) Leads underwriting meetings with Brokers, Clients, and other Underwriters, meetings typically include CFOs, CEOs of client organizations and several Underwriters from other organizations; Clarifies and questions information provided by the client to appropriately assess the risk; Handles highly complex accounts and those that which potentially require higher limits of liability. 6) Assists in the administration of Company policies and underwriting philosophies to meet the objectives of the Department; Prepares statistical reports as required by the Underwriting units such as monthly volume, renewal retention. 7) Provides support in preparation for internal audits and internally reviews and audits policies and/or endorsements to monitor quality, completeness, accuracy and adherence to the authority levels of staff. 8) Provides input and data to help drive and implement strategic underwriting plans; provides business forecasting related to trends, and profitability within region/channel.

**Requirements:** 1) Undergraduate studies with focus in Finance, Accounting Economics, and/or Risk Management. Degree. Masters level degree preferred. 2) At least 5 years related experience as a D&O and/or E&O Underwriter. Leadership experience in the D&O lines of business preferred. 3) Proven ability to supervise, train, motivate employees and set work priorities in all aspects of multi-line underwriting support and rating. 4) In-depth knowledge of lines, underwriting policies, practices and procedures, insurance law and underwriting marketing principles and techniques. In-depth knowledge of financial statements, financial analysis, investments, market conditions essential. Legal knowledge related to insurance, contract and business law preferred. 5) Ability to devise business solutions to complex problems, implement the most appropriate, and monitor the effectiveness. Ability to analyze and interpret mathematical, statistical and logical data, and evaluate its reliability and significance.

Scottsdale Insurance Company is a wholly-owned subsidiary of Nationwide®, benefiting from the backing of one of the largest insurance and financial service providers in the United States.

EOE/M/F/D/V. To apply or learn more about us visit [www.scottsdaleins.com/jobs](http://www.scottsdaleins.com/jobs) or email your resume to [richeym3@scottsdaleins.com](mailto:richeym3@scottsdaleins.com)

**T&H Brokers, Inc. (fka Tanenbaum - Harber Co., Inc)**  
**Account Executive – Management & Professional Liability**  
**Department**  
**New York, NY**  
As of January 1, 2010

**Description:** The account executive will work with existing account handler to support the department manager in the full service brokerage of management & professional liability products for the firm. Services include renewal solicitations, reviewing of submissions for complete data and understanding/identifying significant exposures and coverage needs. Brokerage of policy terms & conditions directly with wholesale or carrier markets and subsequent sales support through preparation of presentations, and sales meeting attendance as required. Day to day account maintenance, such as processing of applicable paperwork such as binders, invoices, claims report/acknowledgements, fielding client questions, inquiries regarding coverage, and endorsement or certificate requests, ensuring timely receipt of policies and completing accuracy checks. Undertake additional departmental duties as assigned such as cross sell initiatives and other projects.

**Requirements:** Candidate shall have a Bachelor's degree from an accredited institution and a New York State Property Casualty Brokers License or willingness to obtain within an acceptable period of time. Knowledge of agency management systems and processes as well as other appropriate computer systems and applications is important. Individual must have the ability to scrutinize significant detail as well as extreme organizational skills.

If your qualifications match these requirements, please send your resume with salary requirements/history to Michael Caliendo at [caliendom@tanhar.com](mailto:caliendom@tanhar.com)

## **INSURANCE RECRUITING POSITIONS**

Which Insurance Recruiters are posting positions on Advisen here?

Hollinger Jobs  
Fran Kaye at 704.788.1470 or [frankaye@hollingerjobs.com](mailto:frankaye@hollingerjobs.com)

James A. Lieberman at 732.247.5656 or

[jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com)

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

International Insurance Consultants, Inc.

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

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

Platinum Search Group, Inc.

Brad Barick at 715.341.4900 or [brad@pointpartners.biz](mailto:brad@pointpartners.biz)

Smith Hanley Associates LLC

Andy Davis at 203.319.4300 x228 or [adavis@smithhanley.com](mailto:adavis@smithhanley.com)

Cheryl Tara at 203.319.4300 x229 or [ctara@smithhanley.com](mailto:ctara@smithhanley.com)

Karen McCorkindale at 203.440.1875 or

[kmccorkindale@smithhanley.com](mailto:kmccorkindale@smithhanley.com)

Rob Newman, 770.664.7939 or [rnewman@smithhanley.com](mailto:rnewman@smithhanley.com)

Sean deGroot at 203.319.4300 x226 or [sdegroot@smithhanley.com](mailto:sdegroot@smithhanley.com)

### **Brokerage Sales (Up to \$125K base +)**

#### **NY / NJ Area**

Posted by Hollinger Jobs as of 12/28/09 [www.hollingerjobs.com](http://www.hollingerjobs.com). Client is a well-established insurance brokerage firm in the New York/New Jersey area. In order to meet their growing needs we are recruiting for additional Sales Professionals for their Property and Casualty Commercial Lines Unit. The Producers will be expected to establish relationships, open new markets, generate new business revenues and build a strong book of business. The company provides excellent sales leads and outstanding technical and service support, all while enjoying a collegial team atmosphere. Product offerings include a full range of mid to large size account services, risk management account services and established programs. This is an exciting, growth-oriented opportunity for producers who are looking to build upon their existing strengths and build their book of business. The right candidate will have a proven track record of sales and production as well as excellent communication and relationship-building skills. A BS/BA is required along with appropriate insurance designations. The firm offers a competitive compensation up to \$125K base+ and a solid commission structure. Please submit your resume in confidence to [jobs@hollingerjobs.com](mailto:jobs@hollingerjobs.com) or [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call Jim Lieberman at 732.247.5656 re: Advisen Jobs.

### **Business Development Leader (\$75K - \$250K)**

#### **Central or Southern NJ**

Advance your insurance sales career with a “super” regional insurance broker in central or southern NJ. This broker has excellent leadership and world-class standing; it provides access to leading markets and the flexibility to create unique insurance programs for clients. Business will range from \$5K - \$100K in revenue. Client provides strong service and support to allow producers to spend virtually 100% of their time generating new commercial or group benefits business and develop strong, front-end relationships with clients. Client will purchase books of business and/or agencies. Most important is a strong sales track record of middle market insurance business regardless of “years of experience”. Candidates should be prepared to discuss a conservative business development plan for 2010 and make the assumption there are services, support and markets for your designated business segments. Base compensation is contingent upon past track record, book of business and sales potential. Contact Brad Barick 715.341.4900 or [brad@pointpartners.biz](mailto:brad@pointpartners.biz) for more information.

**Business Development Leader (\$75K - \$250K)  
Southern NJ / Eastern PA**

Advance your insurance sales career with a “super” regional insurance broker in the Southern, NJ / Eastern, Philadelphia PA area. This broker has excellent leadership and world-class standing; it provides access to leading markets and the flexibility to create unique insurance programs for clients. Business will range from \$5K - \$100K in revenue. Client provides strong service and support to allow producers to spend virtually 100% of their time generating new commercial or group benefits business and develop strong, front-end relationships with clients. Client will purchase books of business and/or agencies. Most important is a strong sales track record of middle market insurance business along with sales management/leadership and mentoring skills. Candidates should be prepared to discuss a conservative business growth and development. Base compensation is contingent upon career track record. Contact Brad Barick at 715.341.4900 or [brad@pointpartners.biz](mailto:brad@pointpartners.biz) for more information.

**Business Development - Marine Construction (\$90K - \$250K)  
Greater Seattle, WA**

One of the “best of the best” commercial insurance brokers in the Northwest is expanding its “wet” marine construction insurance book. Candidate will: develop “wet” marine construction business throughout the Northwest; focus on middle market and large accounts; and interface with account managers, marketing, claims and loss control support functions. Client will purchase books of business and assist in relocation. Strong experience in commercial

insurance marine construction, construction or marine business, business development, production underwriting and/or marketing is required. BS degree is required; designations – CPCU, ARM, CRM, CIC are preferred. Compensation is congruent with experience. Client pays salary, commissions, bonus, all expenses and provides excellent benefits. Contact Brad Barick now at 715.341.4900 or [brad@pointpartners.biz](mailto:brad@pointpartners.biz) for more information.

**Commercial Insurance Producer (\$75K - \$250K)  
Central or Southern NJ**

Advance your insurance sales career with a “super” regional insurance broker in central or southern NJ. This broker has excellent leadership and world-class standing; it provides access to leading markets and the flexibility to create unique insurance programs for clients. Business will range from \$5K - \$100K in revenue. Client provides strong service and support to allow producers to spend virtually 100% of their time generating new commercial or group benefits business and develop strong, front-end relationships with clients. Client will purchase books of business and/or agencies. Most important is a strong sales track record of middle market insurance business regardless of “years of experience”. Candidates should be prepared to discuss a conservative business development plan for 2010 and make the assumption there are services, support and markets for your designated business segments. Base compensation is contingent upon past track record, book of business and sales potential. Contact Brad Barick 715.341.4900 or [brad@pointpartners.biz](mailto:brad@pointpartners.biz) for more information.

**Commercial Insurance Producer (\$75K - \$250K)  
Greater New York City Area, NY**

World-class leader in the insurance broker arena has an opportunity in the Greater NYC area, providing access to the leading insurance markets and the freedom to create unique insurance programs. Major business segments include manufacturing, healthcare, retail, medical malpractice, and real estate professionals. The company wants you to spend 100% of your time generating new business. They are looking for a "RAINMAKER" to interface with middle market business and develop strong, front-end relationships with clients. Applicants must have a strong, intangible sales track record selling to "C" level executives and strong knowledge of commercial lines insurance or group benefits. Client will purchase books of business and/or agencies. Candidates will be required to develop a business plan. Base compensation is contingent on track record, past compensation and potential sales. Paid expenses, strong commission plan and excellent company benefits are provided. Jump-start your career by calling Brad

Barick at 715.341.4900, or email him at [brad@pointpartners.biz](mailto:brad@pointpartners.biz) today!

**Commercial Insurance Producer (\$75K - \$250K)**

**Southern NJ / Eastern PA**

Advance your insurance sales career with a “super” regional insurance broker in the Southern, NJ / Eastern, Philadelphia PA area. This broker has excellent leadership and world-class standing; it provides access to leading markets and the flexibility to create unique insurance programs for clients. Business will range from \$5K - \$100K in revenue. Client provides strong service and support to allow producers to spend virtually 100% of their time generating new commercial or group benefits business and develop strong, front-end relationships with clients. Client will purchase books of business and/or agencies. Most important is a strong sales track record of middle market insurance business along with sales management/leadership and mentoring skills. Candidates should be prepared to discuss a conservative business growth and development. Base compensation is contingent upon career track record. Contact Brad Barick at 715.341.4900 or [brad@pointpartners.biz](mailto:brad@pointpartners.biz) for more information.

**Commercial Insurance Producers (\$125K - \$500K)**

**CA**

Each producer for commercial lines or group benefits will run their book like it’s their own business; will provide a business plan along with a revenue and expense budget. Client provides very strong services and marketing support while maintaining an independent culture. Each book of business mirrors the respective producer. There is strong focus on an exceptional benefits broker to lead and build the benefits department, a producer to build the environmental practice, and a producer to build the healthcare practice. Client will hire for all other niche and business segments. Producers are encouraged also to bring in their team and support staff. Producers must have a current book of at least \$500K revenue with a track record of penetrating middle market and large account business at the executive level. They will have strong prospecting and new business development skills with a track record of consistently exceeding sales objectives. Compensation is directly related to your current track record and book size. Each producer must command at least \$125K to be considered. To advance your career, contact Brad Barick at 715.341.4900 or [brad@pointpartners.biz](mailto:brad@pointpartners.biz) for more information.

**Commercial Lines Product Development Specialist (\$125K - \$140K)**

**Northeast**



Posted by Hollinger Jobs as of 12/28/09 [www.hollingerjobs.com](http://www.hollingerjobs.com). Our client, an A+ rated insurance company in the Northeast, seeks a Commercial Lines Product Development Specialist to help plan and manage the overall development of Commercial Lines products. The client company has a long history of successful planned and measured growth and is looking for an individual to complement that. This position is responsible for examining, evaluating and designing coverage as well as the rating and development of new and enhanced products for Commercial Lines growth and profitability. Additional duties include providing analysis and knowledge of the market including information on competitors, regulators and legal issues and providing underwriting position and guidelines for products including direction in establishing agency underwriting systems. This individual will work with senior management to set out strategic plans for product development and execution and will be responsible for leading implementation of product changes and monitoring progress in coordinating activities across disciplines. The preferred candidate will have 7+ years with a Property and Casualty carrier with a major focus on Commercial Lines underwriting and product development, and should have previous experience leading/managing a team. The environment calls for an individual who can work well in a team atmosphere and a degree and appropriate licenses and designations are expected. Compensation is \$125K - \$140K, DOE. Please respond in confidence with your resume to [jobs@hollingerjobs.com](mailto:jobs@hollingerjobs.com) or [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or you may contact Jim Lieberman at 732.247.5656 re: Advisen Jobs.

**Commercial Transportation Underwriter / Unit Manager (Up to \$105K)**

**Southeast**

Posted by Hollinger Jobs as of 12/28/09 [www.hollingerjobs.com](http://www.hollingerjobs.com). Our client is one of the largest, well-established, highly reputable carriers in the commercial auto insurance industry. They are leaders in a variety of transportation programs which include fleets, long haul trucking, auto, garage and cargo. They seek an experienced Manager to join their growing team which consists of a unit of 8 - Associates, Underwriters and Senior Underwriters. The preferred candidate will have management experience, knowledge of transportation programs and be a hands-on Underwriting Manager. Relocation is available. Salary is \$80K - \$100K. Please submit your resume in confidence to [jobs@hollingerjobs.com](mailto:jobs@hollingerjobs.com) or [frankaye@hollingerjobs.com](mailto:frankaye@hollingerjobs.com) or contact Fran Kaye directly at 704.439.4432 re: Advisen Jobs.

**Construction Insurance Producer (\$90K - \$250K)  
Greater Seattle, WA**

One of the “best of the best” commercial insurance brokers in the Northwest is expanding its “wet” marine construction insurance book. Candidate will: develop “wet” marine construction business throughout the Northwest; focus on middle market and large accounts; and interface with account managers, marketing, claims and loss control support functions. Client will purchase books of business and assist in relocation. Strong experience in commercial insurance marine construction, construction or marine business, business development, production underwriting and/or marketing is required. BS degree is required; designations – CPCU, ARM, CRM, CIC are preferred. Compensation is congruent with experience. Client pays salary, commissions, bonus, all expenses and provides excellent benefits. Contact Brad Barick now at 715.341.4900 or [brad@pointpartners.biz](mailto:brad@pointpartners.biz) for more information.

**Corporate Managing Executive (\$350K - \$450K + equity)  
New York, NY**

Global insurance company with strong history of profitability and a quality reputation is adding to its executive team. You must have experience in Property & Casualty profit and loss responsibilities, be strong in working with financial statements and reports, and above all be a consummate leader. This position will help guide operating companies’ Presidents through the myriad challenges presented to a public insurance company including product pricing and placement, distribution strategy, staff development, risk appetite, service quality, etc. This is a position that will have significant visibility within the firm and have impact on the industry. Your insurance experience could come from a carrier, reinsurer, reinsurance broker, investment firm, but you must know property & casualty. For more information, please contact Ray Crowley at 954.421.0122 or [ray@iicuri.com](mailto:ray@iicuri.com), or visit [www.insurancerecruitersusa.com](http://www.insurancerecruitersusa.com)

**D&O Underwriter(s) (\$100K - \$130K)  
New York, NY, Houston, TX, Philadelphia, PA**

Our client, a highly rated insurance company, seeks D&O Underwriter(s) to assist in the growth of their Commercial book. Ideal candidate(s) will have 3 - 5 years commercial Directors and Officers underwriting experience. Send resume to Sean DeGroot at [sdegroot@smithhanley.com](mailto:sdegroot@smithhanley.com)

**Director of Sales - Life Insurance (\$100K - \$130K)  
MI**

Client is a rapidly expanding organization which has created this Director of Sales (DOS) position to interface with senior management and be responsible for management of the inside sales staff including hiring, training, mentoring, performance evaluation. DOS will

lead/supervise the sales division, develop guidelines, protocols and assist in the closing process, and will be involved with compliance, legislation, regulatory issues. The successful candidate will have strong knowledge and experience relative to internal wholesale sales, life insurance products, life insurance sales. He/She will have a strong track record in training and developing sales staff, and will be passionate about quality and service and have a vision for growth to take this operation to the next level. Candidates must have the experience to command six figure income and will have NASD 6 or 7, 26, 63 or 66. Client provides an excellent bonus and benefits program. For more information, contact Brad Barick at 715.341.4900 or [brad@pointpartners.biz](mailto:brad@pointpartners.biz)

**Enterprise Risk Management Consultant (\$100K - \$120K)  
Philadelphia**

Posted by Hollinger Jobs as of 12/28/09 [www.hollingerjobs.com](http://www.hollingerjobs.com). Highly-rated, financially sound P&C carrier has addition to staff position for an Enterprise Risk Management Consultant in Philly area. This position, reporting directly to the VP and Chief Risk Officer, will help craft corporate plans for mitigating risk throughout the organization, specifically as it applies to Underwriting Pricing discipline, Catastrophe Management, and investment exposure. Ideal candidate will have at least 10 years of experience with a primary insurance carrier with experience/strong exposure to corporate Enterprise Risk Management. Candidate should have an Underwriting/Actuarial and/or Underwriting Operations pedigree, with strong analytical abilities. Candidate must be interactive with all levels of management, insightful, able to see the big picture, read a business plan and understand what needs to be done, and ask the right questions. Ideal candidate, coming from an Enterprise RM background, will have a broad vision of all risks impacting the enterprise. Occasional travel required. Degrees/designations expected. Compensation is \$100K - \$120K, DOE - bonus structure in place. Please respond in confidence with your resume to [jobs@hollingerjobs.com](mailto:jobs@hollingerjobs.com) or [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or you may contact Jim Lieberman at 732.247.5656 re: Advisen Jobs.

**Environmental Underwriting Executive (\$225K + participation)  
New York, NY**

This is a top rated insurance carrier that is projecting their strength into the environmental liability space. You will have a strong underwriting pedigree from the carrier side of the industry at one point. You must have analyzed and accepted risk at one time in your career. This is an exciting opportunity that will be a significant part of the executive team. The position will be a business manager to include the development of underwriting strategy and its

implementation, distribution relationships, staff management, product development and design. You must have proven leadership qualities and a reputation in the P/C environmental insurance arena. For more information, please contact Ray Crowley at 954.421.0122 or [ray@iicuri.com](mailto:ray@iicuri.com), or visit [www.insurancerecruitersusa.com](http://www.insurancerecruitersusa.com)

**Errors and Omissions / Media / Technology Underwriter(s)  
Nationwide**

Several top property and casualty companies seek to add professionals with 2+ years underwriting experience to their practice groups in key cities around the U.S. Products include Errors and Omissions, Media, Technology, Cyber and Management and Professional Liability. Competitive salaries. Send resume to Sean deGroot at [sdegroot@smithhanley.com](mailto:sdegroot@smithhanley.com)

**Executive Underwriter / Team Leader (\$140K - \$190K +)  
Mid-Atlantic / Northeast**

Posted by Hollinger Jobs as of 12/28/09 [www.hollingerjobs.com](http://www.hollingerjobs.com) A+ property and casualty carrier is seeking an Executive Underwriter/Team Leader to set up and run the Package Policy Programs within a Professional Liability Lines Division. Qualified candidates must be entrepreneurial and must possess a strong broad based mix of Commercial P&C underwriting, product development, compliance and business development expertise. Coverage knowledge should include General Liability, Property, Workers Compensation and Auto with a background in professional services (i.e., architects & engineers, lawyers and accountants). Proven experience interacting with all internal facets of an insurance company including actuaries, loss control, underwriting, marketing, IT. 10 - 15 years experience. College degree required. Advanced degree preferred. Insurance designations preferred. Property and casualty insurance company background required and familiarity with specialty agencies preferred. \$140K - \$190K + base (DOE) including additional bonus/benefits. Company prefers Mid-Atlantic candidates and will consider other major Northeast cities. Please submit resumes in confidence to Jim Lieberman, Sr. Recruiter at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call 732.247.5656. re: Advisen Jobs.

**Financial Services Claims Counsel (Up to \$100K plus)  
Hartford, CT**

Our client, a prestigious insurance company, seeks to expand its claims group. The ideal candidate will be an attorney with two to six years D&O, EPL, E&O or Securities experience at a recognized property and casualty insurance carrier, insurance broker, or law firm.

Hartford County, CT affords you a superior and affordable standard of living and exceptional public schooling. Competitive base salary, bonus potential, great benefits, relocation assistance available. Apply in confidence to Karen McCorkindale at [kmccorkindale@smithhanley.com](mailto:kmccorkindale@smithhanley.com)

### **Group Benefits Producers (\$125K - \$500K)**

#### **CA**

Each producer for commercial lines or group benefits will run their book like it's their own business; will provide a business plan along with a revenue and expense budget. Client provides very strong services and marketing support while maintaining an independent culture. Each book of business mirrors the respective producer. There is strong focus on an exceptional benefits broker to lead and build the benefits department, a producer to build the environmental practice, and a producer to build the healthcare practice. Client will hire for all other niche and business segments. Producers are encouraged also to bring in their team and support staff. Producers must have a current book of at least \$500K revenue with a track record of penetrating middle market and large account business at the executive level. They will have strong prospecting and new business development skills with a track record of consistently exceeding sales objectives. Compensation is directly related to your current track record and book size. Each producer must command at least \$125K to be considered. To advance your career, contact Brad Barick at 715.341.4900 or [brad@pointpartners.biz](mailto:brad@pointpartners.biz) for more information.

### **Group Benefits - Sales (\$75K - \$250K)**

#### **Greater New York City Area, NY**

World-class leader in the insurance broker arena has an opportunity in the Greater NYC area, providing access to the leading insurance markets and the freedom to create unique insurance programs. Major business segments include manufacturing, healthcare, retail, medical malpractice, and real estate professionals. The company wants you to spend 100% of your time generating new business. They are looking for a "RAINMAKER" to interface with middle market business and develop strong, front-end relationships with clients. Applicants must have a strong, intangible sales track record selling to "C" level executives and strong knowledge of commercial lines insurance or group benefits. Client will purchase books of business and/or agencies. Candidates will be required to develop a business plan. Base compensation is contingent on track record, past compensation and potential sales. Paid expenses, strong commission plan and excellent company benefits are provided. Jump-start your career by calling Brad Barick at 715.341.4900, or email him at [brad@pointpartners.biz](mailto:brad@pointpartners.biz) today!

## **Inland Marine Underwriting Manager (Up to \$110K)**

**ME**

Posted by Hollinger Jobs as of 12/28/09 [www.hollingerjobs.com](http://www.hollingerjobs.com) A+ commercial lines carrier is expanding their Inland Marine business and is seeking an Inland Marine Underwriting Manager. The qualified candidate will be responsible for managing and the profitable growth of the inland marine book of business through sound underwriting, development of agency relationships and the supervision and mentoring of Inland Marine Underwriters. The qualified candidate will be flexible, will have an entrepreneurial spirit and will thrive in a team environment. Excellent customer service and organizational skills, strong PC skills with experience in Microsoft Windows and Office applications, excellent oral and written communication skills and analytical ability are required. A Bachelor's degree, 7+ years of Inland Marine or Property underwriting experience and management experience are required, either from a P&C carrier or MGA/wholesale broker. Position is based in Northern New England. \$90K - \$110K + including excellent benefits and relocation package. Please submit resumes to Jim Lieberman, Sr. Recruiter, at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) re: Advisen Jobs.

## **Insurance - Alternative Markets - Senior Accounting Manager (\$130K - \$175K)**

**Pompano Beach, FL**

Solid casualty company seeks heavy technical Accountant to handle financials for captives and cellular captives for liability and workers compensation. This firm writes business on a national basis and is on a major growth trend with alternative markets business. We are looking for 15 plus years. For more information, please contact Glenn Wootton at 954.421.0122 or [glenn@iicuri.com](mailto:glenn@iicuri.com), or visit [www.insurancerecruitersusa.com](http://www.insurancerecruitersusa.com)

## **Life Insurance Professionals**

**New York, NY**

Our client, a leading international insurance carrier, has exciting opportunities based on new product initiatives. If you have at least 10 years in leadership of a structured life insurance business operation, a group life/disability admin or claims experience, a successful life insurance operations track record, a structured life insurance transactional experience, a successful track record in international group life sales, or a captive/pooling benefit solutions experience, we would like to hear from you. All positions extremely competitive regarding compensation and benefits. First rate leadership in an exciting and entrepreneurial group. Please reply in confidence to Karen McCorkindale at [kmccorkindale@smithhanley.com](mailto:kmccorkindale@smithhanley.com)

### **Loss Control Manager / Safety Engineer (\$110K)**

#### **New York, NY**

This is a well-established insurance company that specializes in municipalities, schools and local governments. This position will work directly with customers and the senior leadership of the company. You should have experience in casualty loss control from a carrier, broker or insured with experience in inspections, consultations, training and development. This opportunity will use your technical loss control skills and give you the opportunity to be involved in leadership of the department and account management. ARM, CSP, CPCU preferred. For more information, please contact Ray Crowley at 954.421.0122 or [ray@iicuri.com](mailto:ray@iicuri.com), or visit [www.insurancerecruitersusa.com](http://www.insurancerecruitersusa.com)

### **Marine Construction Insurance Sales (\$90K - \$250K)**

#### **Greater Seattle, WA**

One of the "best of the best" commercial insurance brokers in the Northwest is expanding its "wet" marine construction insurance book. Candidate will: develop "wet" marine construction business throughout the Northwest; focus on middle market and large accounts; and interface with account managers, marketing, claims and loss control support functions. Client will purchase books of business and assist in relocation. Strong experience in commercial insurance marine construction, construction or marine business, business development, production underwriting and/or marketing is required. BS degree is required; designations – CPCU, ARM, CRM, CIC are preferred. Compensation is congruent with experience. Client pays salary, commissions, bonus, all expenses and provides excellent benefits. Contact Brad Barick now at 715.341.4900 or [brad@pointpartners.biz](mailto:brad@pointpartners.biz) for more information.

### **Medical Professional Liability Underwriting Manager (\$225K plus equity and bonus)**

#### **Bermuda**

Global insurance group seeks senior level Healthcare Professional Liability Underwriting Manager. This position will have heavy technical underwriting responsibility, including product management and referral underwriting oversight. Prefer HPL, but exposure to both hospital and docs is a plus. For more information, please contact Glenn Wootton at 954.421.0122 or [glenn@iicuri.com](mailto:glenn@iicuri.com), or visit [www.insurancerecruitersusa.com](http://www.insurancerecruitersusa.com)

### **Middle Market Production Underwriting Manager (Up to \$100K)**

#### **Open, VA**

Posted by Hollinger Jobs as of 12/28/09 [www.hollingerjobs.com](http://www.hollingerjobs.com). Financially strong Property and Casualty insurance carrier is seeking a qualified sales driven candidate for Middle Market Production Underwriting Manager - Commercial Lines to develop the State of Virginia. Responsible for multi-line commercial underwriting & developing and maintaining an agency plant, marketing and appointing agents focusing on middle market business. A Bachelor's/Associate degree from an accredited college/university is needed & a minimum of 5 years of P&C commercial underwriting experience, or 5 or more years P&C commercial underwriting and production experience handling accounts over \$25,000 in premium size and AU, CIC, or CPCU designation. The Mid Market Field Manager must possess advanced underwriting technical knowledge and be able to effectively manage and achieve and produce larger than average account size. Base salary is \$85K - \$100K (DOE) including generous bonus plan, full benefits and company car. Relocation package provided. Please respond in confidence with your resume to [jobs@hollingerjobs.com](mailto:jobs@hollingerjobs.com) or [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or you may contact Jim Lieberman at 732.247.5656 re: Advisen Jobs.

**National Property Underwriting Practice Leader (\$140K + DOE)**

**Tri-State, NY / NJ / Southern**

Posted by Hollinger Jobs as of 12/28/09 [www.hollingerjobs.com](http://www.hollingerjobs.com) A+ property and casualty insurance carrier with a domestic and global presence is seeking a National Property Underwriting Practice Leader. The Property Practice Leader will assume a leadership role to enhance excellence in property underwriting both internally and externally. Additionally, the Practice Leader will help formulate and implement strategic initiatives and business development activities that will profitably grow the portfolio in the domestic and reverse flow segments. Major areas of concentration include property underwriting, marketing, audit review/compliance and product development. There are no supervisory responsibilities with this position; however, guiding, leading and mentoring property underwriters will be required. This position requires a take charge Property Underwriting Executive who likes to take ownership and can be a team player. Education and/or experience includes Bachelor's degree (B. A.) from four-year college or university is preferred, High School or G.E.D. is required along with a minimum of 10 years related Property Underwriting experience. Must have 3 years recent experience in a leadership role. Must be highly knowledgeable in all Commercial Lines and company underwriting standards and practices and have proven business development skills. Must have experience with Excess Property and Global accounts. This position is located in Central New Jersey. \$140K - \$160K (DOE) + bonus and benefits.



Please submit resumes to the attention of Jim Lieberman, Sr.  
Recruiter at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) re: Advisen Jobs.

**P&C Retail Agency - To Purchase -  
NY or Tri-State**

Entrepreneurial insurance executives seek to purchase a local retail brokerage they can call their own and build upon. If you consider it might be time to exit the game or lack legacy, we would be interested in hearing from you. The ideal operation would be small to middle market P&C and personal lines, benefits a plus. We like the mix to include 20 - 50 reasonably happy employees and revenue anywhere from 5 - 20 million. To discuss further, please contact Karen McCorkindale in confidence at [kmccorkindale@smithhanley.com](mailto:kmccorkindale@smithhanley.com)

**P&C Wholesale Broker  
Florida**

Our client, a standalone wholesale broker, has an opportunity for a P&C broker who wishes to grow a book of business on a dynamic platform without internal competition or the disadvantages of a large corporate employer. The ability to cross sell with other niche oriented brokers with established books is plentiful. Salary negotiable based on experience and prior success in the marketplace. To learn more about this unique opportunity please contact Rob Newman at 770.664.7939 or [rnewman@smithhanley.com](mailto:rnewman@smithhanley.com)

**Policy Services Manager (\$150K)  
Tampa, FL**

This is an opportunity to be a part of this dynamic, growing property/casualty insurance carrier. You will have billings, collections, customer service, policy issuance and support responsibilities. This position is a key part of the leadership team. You must have P/C insurance experience and be technology savvy. This growing insurance company needs proven leadership and a critical thinker with extensive work accomplishments in efficiencies and team management. For more information, please contact Ray Crowley at 954.421.0122 or [ray@iicuri.com](mailto:ray@iicuri.com), or visit [www.insurancerecruitersusa.com](http://www.insurancerecruitersusa.com)

**Practice Leader - Healthcare (\$125K - \$175K)  
Northeast**

Posted by Hollinger Jobs as of 12/28/09 [www.hollingerjobs.com](http://www.hollingerjobs.com). Our client, a well-established Regional Broker, seeks a Practice Leader to manage and develop their medical/hospital practice for the NJ - NY area. This position is responsible for managing a 10MM+ book of business and the accounts team, and for the production of both new business and renewals. Qualified individuals will have 10 - 15+ years

of strong P&C background along with a solid understanding and grounding in professional liability. This position deals with all sales and service issues involving physicians, hospitals, life sciences and manufacturing of medical devices, etc. The ideal candidate must have a thorough knowledge of risks and coverages related to healthcare/medical clients as well as a thorough knowledge of the carrier and wholesale broker marketplace related to same. The candidate will also have a history of existing relationships in the healthcare/medical community. Qualified individuals are expected to have a degree, MBA, CPCU, RPLU and/or other designations. Compensation will be determined upon experience and will range from \$125K - \$175K, DOE + bonuses. In addition, the firm pays competitive new business and renewal commissions. Please submit your resume in confidence to John Huttner at [jrhuttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com) or [jobs@hollingerjobs.com](mailto:jobs@hollingerjobs.com), or you may contact John Huttner directly at 732.247.5656 re: Advisen Jobs.

**President / Executive Officer Workers Compensation MGA (\$300K)**

**Palm Beach, FL**

Client is a successful Workers Compensation specialty carrier that is looking for the leadership to take charge of an established "private label" underwriting and services firm. This organization is already in the business and does significant volume for two organizations in the U.S. They want to greatly expand this footprint. They have the infrastructure, services (claims, SIU, loss control), underwriting expertise and a proven model of profitability to project into the market. They need your experience, energy, relationships, sales skills and passion to ramp this up now and make the Chairman's vision a reality. Position reports to the Chairman. Be part of an exciting executive team and enjoy the rewards of your success. For more information, please contact Ray Crowley at 954.421.0122 or [ray@iicuri.com](mailto:ray@iicuri.com), or visit [www.insurancerecruitersusa.com](http://www.insurancerecruitersusa.com)

**Producer - Commercial Insurance or Group Benefits (\$75K - \$250K)**

**Central or Southern NJ**

Advance your insurance sales career with a "super" regional insurance broker in central or southern NJ. This broker has excellent leadership and world-class standing; it provides access to leading markets and the flexibility to create unique insurance programs for clients. Business will range from \$5K - \$100K in revenue. Client provides strong service and support to allow producers to spend virtually 100% of their time generating new commercial or group benefits business and develop strong, front-end relationships with clients. Client will purchase books of business and/or agencies. Most

important is a strong sales track record of middle market insurance business regardless of "years of experience". Candidates should be prepared to discuss a conservative business development plan for 2010 and make the assumption there are services, support and markets for your designated business segments. Base compensation is contingent upon past track record, book of business and sales potential. Contact Brad Barick 715.341.4900 or [brad@pointpartners.biz](mailto:brad@pointpartners.biz) for more information.

**Producer – Commercial Lines or Group Benefits (\$75K - \$250K)  
CT**

Advance your insurance sales career with a regional insurance broker in south central CT. RAINMAKER/solid production talent wanted for new commercial insurance or group benefits business development. Business will range from \$2K - \$50K in revenue. Client provides strong service and support to allow producers to spend virtually 100% of their time generating new business and develop strong, front-end relationships with clients. Client pays expenses and competitive commissions. Most important is a strong sales track record of middle market insurance business regardless of "years of experience". Candidates should be prepared to discuss a conservative business development plan and make the assumption there are services, support and markets for your designated business segments. Base compensation is contingent upon past track record, book of business and sales potential. A book of business is not required to be considered. Contact Brad Barick at 715.341.4900 or [brad@pointpartners.biz](mailto:brad@pointpartners.biz)

**Producer – Commercial Insurance or Group Benefits (\$75K - \$250K)**

**Greater New York City Area, NY**

World-class leader in the insurance broker arena has an opportunity in the Greater NYC area, providing access to the leading insurance markets and the freedom to create unique insurance programs. Major business segments include manufacturing, healthcare, retail, medical malpractice, and real estate professionals. The company wants you to spend 100% of your time generating new business. They are looking for a "RAINMAKER" to interface with middle market business and develop strong, front-end relationships with clients. Applicants must have a strong, intangible sales track record selling to "C" level executives and strong knowledge of commercial lines insurance or group benefits. Client will purchase books of business and/or agencies. Candidates will be required to develop a business plan. Base compensation is contingent on track record, past compensation and potential sales. Paid expenses, strong commission plan and excellent company benefits are provided. Jump-start your career by calling Brad

Barick at 715.341.4900, or email him at [brad@pointpartners.biz](mailto:brad@pointpartners.biz) today!

**Producer – Commercial Insurance or Group Benefits (\$75K - \$250K)**

**Southern NJ / Eastern PA**

Advance your insurance sales career with a “super” regional insurance broker in the Southern, NJ/Eastern, Philadelphia PA area. This broker has excellent leadership and world-class standing; it provides access to leading markets and the flexibility to create unique insurance programs for clients. Business will range from \$5K - 100K in revenue. Client provides strong service and support to allow producers to spend virtually 100% of their time generating new commercial or group benefits business and develop strong, front-end relationships with clients. Client will purchase books of business and/or agencies. Most important is a strong sales track record of middle market insurance business along with sales management/leadership and mentoring skills. Candidates should be prepared to discuss a conservative business growth and development. Base compensation is contingent upon career track record. Contact Brad Barick at 715.341.4900 or [brad@pointpartners.biz](mailto:brad@pointpartners.biz) for more information.

**Producer – Group Benefits  
Southeastern, WI**

Are you looking for a challenging career opportunity working for an insurance broker in Southeastern Wisconsin? Would you like access to the leading insurance markets and the freedom to create unique group benefits insurance programs? This company provides very strong support and service to allow producers to spend virtually 100% of their time generating new group benefits business. They are looking for a “RAINMAKER” to interface with middle market business and to develop strong, front-end relationships with clients. You must have a strong, intangible sales track record selling to “C” level executives and a strong interest, knowledge and experience in group benefits and voluntary products. Client will purchase books of business and/or agencies. Base compensation is contingent on track record, past compensation and potential sales. Paid expenses, strong commission plan and excellent company benefits are provided. Call Brad Barick at 715.341.4900 or email him at [brad@pointpartners.biz](mailto:brad@pointpartners.biz) for more information.

**Producer – Marine Wet Insurance (\$90K - \$250K)  
Greater Seattle, WA**

One of the “best of the best” commercial insurance brokers in the Northwest is expanding its “wet” marine construction insurance book.

Candidate will: develop “wet” marine construction business throughout the Northwest; focus on middle market and large accounts; and interface with account managers, marketing, claims and loss control support functions. Client will purchase books of business and assist in relocation. Strong experience in commercial insurance marine construction, construction or marine business, business development, production underwriting and/or marketing is required. BS degree is required; designations – CPCU, ARM, CRM, CIC are preferred. Compensation is congruent with experience. Client pays salary, commissions, bonus, all expenses and provides excellent benefits. Contact Brad Barick now at 715.341.4900 or [brad@pointpartners.biz](mailto:brad@pointpartners.biz) for more information.

### **Producers – Commercial Lines or Group Benefits (\$125K - \$500K)**

#### **CA**

Each producer for commercial lines or group benefits will run their book like it’s their own business; will provide a business plan along with a revenue and expense budget. Client provides very strong services and marketing support while maintaining an independent culture. Each book of business mirrors the respective producer. There is strong focus on an exceptional benefits broker to lead and build the benefits department, a producer to build the environmental practice, and a producer to build the healthcare practice. Client will hire for all other niche and business segments. Producers are encouraged also to bring in their team and support staff. Producers must have a current book of at least \$500K revenue with a track record of penetrating middle market and large account business at the executive level. They will have strong prospecting and new business development skills with a track record of consistently exceeding sales objectives. Compensation is directly related to your current track record and book size. Each producer must command at least \$125K to be considered. To advance your career, contact Brad Barick at 715.341.4900 or [brad@pointpartners.biz](mailto:brad@pointpartners.biz) for more information.

### **Product Manager (Up to \$105K)**

#### **Southeast**

Posted by Hollinger Jobs as of 12/28/09 [www.hollingerjobs.com](http://www.hollingerjobs.com). Our client is one the largest commercial auto insurance companies in the industry and a strong leader in product development. They seek a Product Manager with experience handling transportation products, creating and filing rates for existing products. The Product Manager will be responsible for the development, management and analysis of new business products. The preferred candidate will need experience preparing and filing forms with the state insurance department and offer the actuarial skills necessary to determine the rates. Additional

duties will include designing and developing assigned products through a formal business plan. He/She will also price, plan budgets and forecast for assigned products. The successful candidate must have a B.S. degree with at least 5 years experience as a Product Manager or Product Analyst. He/She will have experience in a P&C insurance company with specific knowledge of transportation or auto products. Please submit your resume in confidence to [jobs@hollingerjobs.com](mailto:jobs@hollingerjobs.com) or [frankkaye@hollingerjobs.com](mailto:frankkaye@hollingerjobs.com) or contact Fran Kaye directly at 704.439.4432 re: Advisen Jobs.

**Program Manager / Contractors Commercial Construction  
(\$100K - \$125K plus bonus)**

**Chicago, IL**

Our client, a leading specialty wholesale broker, seeks a Construction Underwriter or Wholesale Broker with 5+ years experience working with construction/builders risk. Must have a developed business network with middle market regional retail brokers working with commercial construction accounts and writing guaranteed cost construction liability for GL, AL and physical damage along with OCP's and Railroad Protective policies. Send resume to Cheryl Tara at [ctara@smithhanley.com](mailto:ctara@smithhanley.com)

**Program Manager - E&S Healthcare (\$120K +)  
East**

Posted by Hollinger Jobs as of 12/28/09 [www.hollingerjobs.com](http://www.hollingerjobs.com). Our client, a well-established Wholesaler Broker & MGA is seeking a Wholesale Healthcare Program Manager to manage and develop their growing 10MM premium business Healthcare Program. This position is responsible for the production of new accounts and maintaining renewals consisting of, but not limited to, medical malpractice and allied healthcare. Established retail agency relationships with carrier market knowledge required. The ideal candidate must have a thorough knowledge of risks and coverages related to Healthcare/Medical clients, professional liability and new business production. Qualified individuals will have 10 - 15+ years of strong P&C background along with a solid understanding and grounding in Professional Liability, with a focus on sales, marketing and service. Excess and Surplus Lines background required. Underwriting background helpful. In addition, the candidate will have a history of existing relationships in the healthcare/medical community. Candidates with books of business to move and/or not restricted by non-competes encouraged to apply. Qualified individuals are expected to have any of the following: degree, MBA, CPCU, RPLU and/or other designations. Compensation will be determined upon experience and will range from \$90K - \$125K + (DOE) + bonuses/commissions, benefits and work from home office arrangement. Please respond in

confidence with your resume to [jobs@hollingerjobs.com](mailto:jobs@hollingerjobs.com) or [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or you may contact Jim Lieberman at 732.247.5656 re: Advisen Jobs.

**Property Casualty General Counsel (\$225K - \$300K base plus bonus and equity)**

**West Palm Beach, FL**

Growing public property casualty insurer with locations throughout the country seeks a Senior Counsel to head all corporate legal matters. This is a commercial lines carrier with multiple distribution approaches. They write both guaranteed cost and loss sensitive coverages. Legal expertise in corporate, SEC and compliance matters plus extensive management experience are required. This is an outstanding opportunity to work closely with the Chairman and be part of the inner circle. For more information, please contact Glenn Wootton at 954.421.0122 or [glenn@iicuri.com](mailto:glenn@iicuri.com), or visit [www.insurancerecruitersusa.com](http://www.insurancerecruitersusa.com)

**Property Underwriter - Terrorism (\$100K - \$120K plus bonus)**

**New York, NY**

Our client, an A rated specialty insurance company, seeks a Property Underwriter who will focus on terrorism coverage. Ideal candidate will have 4 - 7+ years property insurance company and/or brokerage experience. Send resume to Andy Davis at [adavis@smithhanley.com](mailto:adavis@smithhanley.com)

**Regional Manager Environmental Division (\$150K + participation)**

**West Coast / Midwest / Northeast**

This A rated carrier is expanding its footprint in the environmental liability space. You should have demonstrated experience in underwriting from the carrier side. You will be responsible for the development of the territory in the geographic area that you are aligned with – Midwest, West, Northeast. This will include distribution relationships in both retail and wholesale settings, recruitment and development of staff. Your experience has to be in the property and casualty insurance industry. We will consider carrier, broker or wholesale background. You must have energy and passion to be able to contribute to this exciting expansion. You should have clear skills of leadership and productivity. For more information, please contact Ray Crowley at 954.421.0122 or [ray@iicuri.com](mailto:ray@iicuri.com), or visit [www.insurancerecruitersusa.com](http://www.insurancerecruitersusa.com)

**Regional Sales Manager - Excess and Surplus Lines (\$90K - \$150K)**

**Mid-Atlantic**

Posted by Hollinger Jobs as of 12/28/09 [www.hollingerjobs.com](http://www.hollingerjobs.com). Successful and well-established excess and surplus lines brokerage and MGA is seeking an addition to staff, a Regional Sales Manager to develop the Mid-Atlantic Region. The successful candidate will come from an Excess and Surplus lines brokerage firm in a broker role or carrier in a production underwriting role with Commercial multi-line Property and Casualty and/or mix of Professional Liability coverage expertise. The Regional Sales Manager will be responsible for developing retail agency relationships and growing the Southern New Jersey/Eastern Pennsylvania/Delaware Region. He/She must have a proven background in a sales and new business production capacity focusing on Excess and Surplus lines coverages. Wholesale brokers with non-competes and/or books of business that can be moved are encouraged to apply. Candidates must have strong retail agency relationships. This is a work from home opportunity with the potential to open a new office with additional staff based on production. Strong back office support in place to service accounts. Excellent opportunity with well-respected wholesaler that can provide professional growth and advancement based on performance. Compensation includes base salary \$90K - \$100K minimum base + (DOE) including bonus plan and benefits. Please submit resumes to Jim Lieberman, Sr. Recruiter at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) re: Advisen Jobs.

**Regional Sales Manager - Excess and Surplus Lines (\$90K - \$150K)**

**NY / VT**

Posted by Hollinger Jobs as of 12/28/09 [www.hollingerjobs.com](http://www.hollingerjobs.com). Successful and well-established excess and surplus lines brokerage and MGA is seeking an addition to staff, a Regional Sales Manager to develop the New York State/Vermont Region. The successful candidate will come from an Excess and Surplus Lines brokerage firm in a broker role or carrier in a production underwriting role with Commercial multi-line Property and Casualty and/or mix of Professional Liability coverage expertise. The Regional Sales Manager will be responsible for developing retail agency relationships and growing New York State/Vermont (excluding New York City and Long Island). He/She must have a proven background in a sales and new business production capacity focusing on Excess and Surplus lines coverages. Wholesale brokers with non-competes and/or books of business that can be moved are encouraged to apply. Candidates must have strong retail agency relationships. This is a work from home opportunity with the potential to open a new office with additional staff based on production. Strong back office support in place to service accounts. Excellent opportunity with well-respected wholesaler that can provide professional growth and advancement based on performance. Compensation includes base salary \$90K -



\$100K minimum base + (DOE) including bonus plan and benefits.  
Please submit resumes to Jim Lieberman, Sr. Recruiter at  
[jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) re: Advisen Jobs.

**Sales Producer to (\$125K base +)  
NY / NJ Area**

Posted by Hollinger Jobs as of 12/28/09 [www.hollingerjobs.com](http://www.hollingerjobs.com) Client is a well-established insurance brokerage firm in the New York/New Jersey area. In order to meet their growing needs we are recruiting for additional Sales Professionals for their Property and Casualty Commercial Lines Unit. The Producers will be expected to establish relationships, open new markets, generate new business revenues and build a strong book of business. The company provides excellent sales leads and outstanding technical and service support, all while enjoying a collegial team atmosphere. Product offerings include a full range of mid to large size account services, risk management account services and established programs. This is an exciting, growth-oriented opportunity for producers who are looking to build upon their existing strengths and build their book of business. The right candidate will have a proven track record of sales and production as well as excellent communication and relationship-building skills. A BS/BA is required along with appropriate insurance designations. The firm offers a competitive compensation up to \$125K base+ and a solid commission structure. Please submit your resume in confidence to [jobs@hollingerjobs.com](mailto:jobs@hollingerjobs.com) or [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or call Jim Lieberman at 732.247.5656 re: Advisen Jobs.

**Senior Boiler & Machinery Consultant (\$90K - \$105K)  
Eastern U.S.**

Company is an outstanding, stable, and innovative leader in providing Boiler & Machinery Reliability Engineering services for clients worldwide and has never experienced lay-off. This position has been allocated due to increased demand for consulting services. Must know, and have, B&M technical engineering and consulting experience in Heavy Industry, e.g. utilities, energy, pulp & paper and/or steel industries. Will conduct machinery and equipment surveys to evaluate plant operations, identify potential failure exposures, maintenance and testing programs, recommend program enhancements and corrective action, compliance with state and local boiler and pressure vessel laws, etc. Will provide B&M reliability engineering consulting services such as equipment based risk analysis, equipment preventive/predictive maintenance reviews, ASME code consultation, jurisdictional compliance (not inspections), risk improvement, loss estimates, insurance company recommendation review, claims consultation, loss mitigation, etc. Must have at least 10 years B&M engineering experience with

companies such as HSB, FM, IRI, Travelers, Zurich, Marsh, Aon, etc. and an engineering degree (ME, ChE, IE, EE, etc.). Must be willing to work from your home office (located near any major city in the eastern U.S.), and be able to travel up to 40% for both domestic and international business. Salary range is \$90K - \$115K plus bonus to 15%. Company provides excellent benefits, e.g. – pays 99% of family health insurance premiums. Contact Brad Barick at 715.341.4900 or [brad@pointpartners.biz](mailto:brad@pointpartners.biz) for more information.

### **Senior Commercial Underwriters (\$90K - \$120K)**

#### **Midwest**

Posted by Hollinger Jobs as of 12/28/09 [www.hollingerjobs.com](http://www.hollingerjobs.com)  
Financially strong property and casualty carrier is seeking Senior Commercial Underwriters who will be responsible for underwriting new Commercial Primary Property and Casualty accounts, marketing to independent agents and assisting in the mentoring and development of Junior Underwriters. Qualified candidates must have minimum 10 years of primary property and casualty underwriting with current large regional and national broker relationships in the Chicago and Indianapolis marketplace and surrounding regions. Candidates interested in growth opportunities preferred. College degree/designations highly desirable. Base + bonus and excellent benefits package. Positions will be in branch offices and/or telecommuting arrangements. Please respond in confidence with your resume to [jobs@hollingerjobs.com](mailto:jobs@hollingerjobs.com) or [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or you may contact Jim Lieberman at 732.247.5656 re: Advisen Jobs.

### **Senior Executive / Product Development for E&S (\$150K - \$180K)**

#### **Eastern or Midwest USA**

Incredible corporate staff opportunity within a large, worldwide insurance carrier is now open! Position is available for offices in NYC, Philadelphia, Atlanta or Chicago. This role entails all aspects of product development, underwriting authority, strategy, guidelines, distribution, pricing and reporting for the E&S division. Will interface with the division leader, underwriting, actuarial, audit, training, and marketing departments, and provide the leadership to assure growth with profit. Will be the “go to” technical expert/consultant providing the leadership that drives quality and earnings. Candidates must have: current primary surplus lines liability insurance leadership experience relative to the points noted above. Will know business trends and thoroughly know and understand the E&S market and relevant wholesalers. Will have the leadership ability and the professional credibility to drive the development of new products and the underwriting strategy. Will have a BS degree (MBA preferred), with various professional insurance designations. Total compensation

is negotiable, very strong benefits; no relocation. Contact Brad Barick at 715.341.4900 or [brad@pointpartners.biz](mailto:brad@pointpartners.biz)

**Senior Fire Protection Engineer (\$100K - \$120K)**

**Southeast or Midwest U.S.**

Company is a specialist in providing fire protection engineering services for Fortune 1000 clients around the world. Provide fire protection engineering and risk management consulting services for heavy industries, such as pulp & paper, steel, utilities, etc. Assist client companies around the world in avoiding and minimizing losses that can lead to property damage and business interruption. Provide technical support and develop timely reports on respective projects. Must have an engineering degree (ME, ChE, EE, IE) and a minimum of seven years experience in fire protection engineering and loss control. Able to travel up to 40% overnight on domestic and international business. Current working knowledge of FM standards. Speaking Spanish and/or Portuguese as a second language is desirable. Prefer candidates currently living in the Eastern or Midwest U.S., e.g. Atlanta, Charlotte, or Chicago. Compensation for the well-qualified candidate will include a base salary of \$100K - \$120K, bonus to 15%, and excellent benefits. Contact Brad Barick, [brad@pointpartners.biz](mailto:brad@pointpartners.biz) or 715.341.4900 for more information.

**Senior Production Underwriter - Excess & Umbrella (\$115K - \$120K)**

**NJ**

Posted by Hollinger Jobs as of 12/28/09 [www.hollingerjobs.com](http://www.hollingerjobs.com). Our client, a leader in Specialty Insurance Products, seeks a Senior Excess & Umbrella Production Underwriter with 10 years current excess underwriting expertise in surplus lines and contacts with agents in the Northeast Region. Duties include reviewing, analyzing, accepting and declining risks. The candidate will communicate with underwriting management and casualty product line leaders on individual accounts both current and proposed and make recommendations concerning operations, systems and procedures when appropriate. The preferred candidate will have recent carrier experience as well as proven recent expertise in highly complex excess lines of business. Minimal travel is expected. Compensation is \$115K - \$120K, DOE. Please submit your resume in confidence to [jobs@hollingerjobs.com](mailto:jobs@hollingerjobs.com) or [frankaye@hollingerjobs.com](mailto:frankaye@hollingerjobs.com) or contact Fran Kaye directly at 704.439.4432 re: Advisen Jobs.

**Senior Property Underwriter - VP (Up to \$150K base)**

**New York, NY**

Our client, a leading property and casualty company, seeks an Account Manager who will be responsible for the production

underwriting of large commercial property accounts. In this position you will be responsible for developing and maintaining a relationship with clients, the profitable growth and maintenance of an assigned book of business, the development of new business, and the development and execution of a marketing plan for an assigned territory/producers. The ideal candidate will have a minimum 5 - 7 years underwriting experience, a Bachelor's degree or equivalent, a sound understanding of Insurance Company and Broker Policy forms and knowledge of the primary insurance market. CPCU preferred. Send resume to Cheryl Tara at [ctara@smithhanley.com](mailto:ctara@smithhanley.com)

**Senior Underwriter - Commercial Casualty (\$115K - \$120K)  
Northeast**

Posted by Hollinger Jobs as of 12/28/09 [www.hollingerjobs.com](http://www.hollingerjobs.com) Client is a major insurance carrier in the Northeast with an A+ rating. They seek a Senior Casualty Underwriter with 10 years current experience handling highly complex Commercial Casualty accounts. The preferred candidate will be familiar with the Northeast region. This candidate will review, analyze, accept and decline risks to ensure profitability. He/She will communicate with underwriting management and casualty product line leaders on individual accounts, current and proposed producers and make necessary recommendations concerning operations, systems and procedures. The right candidate will also review terms, conditions and pricing and monitor producers for profitability and production. Must have a four-year college degree and/or CPCU or similar designation preferred. Compensation is \$115K - \$120K, DOE. Please submit your resume in confidence to [jobs@hollingerjobs.com](mailto:jobs@hollingerjobs.com) or [frankaye@hollingerjobs.com](mailto:frankaye@hollingerjobs.com) or contact Fran Kaye directly at 704.439.4432 re: Advisen Jobs.

**Senior Underwriter - Energy (\$80K - \$110K)  
Philadelphia, PA**

Our client, a specialty insurance company, seeks a Senior Underwriter who will be responsible for assisting in the marketing, underwriting and servicing of new energy accounts. Major emphasis will be on new business development. Ideal candidate will have a minimum of five years experience in casualty insurance products and contracts including GL/AL/WC and umbrella. Send resume to Sean deGroot at [sdegroot@smithhanley.com](mailto:sdegroot@smithhanley.com)

**Senior Underwriter - Environmental (Up to \$110K)  
Pacific West Region**

Posted by Hollinger Jobs as of 12/28/09 [www.hollingerjobs.com](http://www.hollingerjobs.com). Our client is a major carrier seeking an Environmental Underwriter in the Pacific West Region. The preferred candidate will have a minimum of 10 years of underwriting expertise in surplus lines, with at least 5

years in the environmental field. Responsibilities include underwriting and selecting new business that will produce a profit, reviewing submissions and identifying exposures and risks from information provided. Communication with underwriting management and national environmental product line leaders on individual accounts, and with current and proposed producers is required. The preferred candidate will have proven recent experience in complex environmental underwriting and demonstrate technical knowledge and skills reflective of positions of increasing responsibilities. Some travel is required. A college degree in environmental or a related science is preferred. Salary range is \$90K - \$110K. Please submit your resume in confidence to [jobs@hollingerjobs.com](mailto:jobs@hollingerjobs.com) or [frankaye@hollingerjobs.com](mailto:frankaye@hollingerjobs.com) or contact Fran Kaye directly at 704.237.3584 re: Advisen Jobs.

### **Senior Wholesale Broker (\$100K +)**

#### **Southeast**

Posted by Hollinger Jobs as of 12/28/09 [www.hollingerjobs.com](http://www.hollingerjobs.com). Established wholesale broker and MGA with years of proven industry experience, growing and establishing a national presence, is seeking an addition to staff, a Wholesale Broker to develop the Southeast (Georgia/Florida preferred) and or Gulf Coast Region. Qualified candidates should have 5 - 10 years minimum of excess and surplus lines sales and marketing or production underwriting background developing commercial lines and/or professional lines business. Candidates in a sales/marketing or production underwriting role with an excess and surplus lines carrier will also be considered. Middle to large tear/regional agent/broker relationships already established. Client has numerous carrier markets in place as well as an established infrastructure for servicing and back office support. To be considered, wholesale brokers must be able to produce significant business and drive revenue immediately and/or have the ability to move a book of business or not be restricted by a non-compete. Candidates with non-competes expiring within the next 2 - 4 months and will be able to bring business and thus be a 'free agent' encouraged to apply. Base salary dependent on experience and what the broker can bring to the table, but will include a strong base + bonus/commissions/group benefits/work from home arrangement. Resumes should be submitted to the attention of Jim Lieberman, Sr. Recruiter, at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com)

### **Senior Wholesale Broker (\$100K +)**

#### **West Coast**

Posted by Hollinger Jobs as of 12/28/09 [www.hollingerjobs.com](http://www.hollingerjobs.com). Established wholesale broker and MGA with years of proven industry experience, growing and establishing a national presence, is seeking

an addition to staff, a Wholesale Broker to develop the West Coast Region. Qualified candidates should have 5 - 10 years minimum of excess and surplus lines sales and marketing or production underwriting background developing commercial lines and/or professional lines business. Candidates in a sales/marketing or production underwriting role with an excess and surplus lines carrier will also be considered. Middle to large tear/regional agent/broker relationships already established. Client has numerous carrier markets in place as well as an established infrastructure for servicing and back office support. To be considered, wholesale brokers must be able to produce significant business and drive revenue immediately and/or have the ability to move a book of business or not be restricted by a non-compete. Candidates with non-competes expiring within the next 2 - 4 months and will be able to bring business and thus be a 'free agent' encouraged to apply. Base salary dependent on experience and what the broker can bring to the table, but will include a strong base + bonus/commissions/group benefits/work from home arrangement. Resumes should be submitted to the attention of Jim Lieberman, Sr. Recruiter, at [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com)

**Surplus Lines Liability Insurance Consultant (\$150K - \$180K)  
Eastern or Midwest U.S.**

Incredible corporate staff opportunity within a large, worldwide insurance carrier is now open! Position is available for offices in NYC, Philadelphia, Atlanta or Chicago. This role entails all aspects of product development, underwriting authority, strategy, guidelines, distribution, pricing and reporting for the E&S division. Will interface with the division leader, underwriting, actuarial, audit, training, and marketing departments, and provide the leadership to assure growth with profit. Will be the "go to" technical expert/consultant providing the leadership that drives quality and earnings. Candidates must have: current primary surplus lines liability insurance leadership experience relative to the points noted above. Will know business trends and thoroughly know and understand the E&S market and relevant wholesalers. Will have the leadership ability and the professional credibility to drive the development of new products and the underwriting strategy. Will have a BS degree (MBA preferred), with various professional insurance designations. Total compensation is negotiable, very strong benefits; no relocation. Contact Brad Barick at 715.341.4900 or [brad@pointpartners.biz](mailto:brad@pointpartners.biz)

**Transportation Underwriting Manager - Excess and Surplus  
Lines MGA (Up to \$140K)**

**CT**

Posted by Hollinger Jobs as of 12/28/09 [www.hollingerjobs.com](http://www.hollingerjobs.com).  
Established and financially secure wholesale brokerage and MGA is

seeking a Transportation Underwriting Manager. Experienced candidates with management and/or supervisory experience will be responsible for the underwriting and profitable growth of a transportation book of business that focuses on charter buses, school and shuttle buses and other forms of transportation as well as supervising and developing 4 - 6 Underwriters. Sales, marketing and business development with agent and carrier markets required. College degree and/or designations preferred. 5 - 8 years direct background required. Compensation \$100K - \$130K + DOE including bonus and benefits and negotiable relocation to Central Connecticut. Please respond in confidence with your resume to [jobs@hollingerjobs.com](mailto:jobs@hollingerjobs.com) or [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or you may contact Jim Lieberman at 732.247.5656 re: Advisen Jobs.

### **Underwriter (Executive) Commercial Lines (\$90K - \$110K)**

#### **Midwest**

Posted by Hollinger Jobs as of 12/28/09 [www.hollingerjobs.com](http://www.hollingerjobs.com). Financially strong property and casualty carrier with a global network is seeking an Executive Level Underwriter. The Executive Level Underwriter will be responsible for underwriting new Commercial Primary Property and Casualty accounts, marketing to independent agents and assisting in the training and developing of Junior Underwriters. Qualified candidates must have minimum 7 - 10 years of primary Property and Casualty underwriting with agent relationships in the Chicago/Illinois Region. Candidates interested and/or experienced in underwriting new primary books of business with growth opportunities preferred. College degree/designations highly desirable. Please respond in confidence with your resume to [jobs@hollingerjobs.com](mailto:jobs@hollingerjobs.com) or [jalieberman@hollingerjobs.com](mailto:jalieberman@hollingerjobs.com) or you may contact Jim Lieberman at 732.247.5656 re: Advisen Jobs.

### **Underwriter - Excess and Umbrella (Up to \$120K)**

#### **Midwest**

Posted by Hollinger Jobs as of 12/15/09 [www.hollingerjobs.com](http://www.hollingerjobs.com). Our client, a major carrier with a location in the Midwest, seeks an Underwriter with a strong focus on E&S Excess and Umbrella. Responsibilities include achieving production growth and profit goals, developing and reinforcing favorable broker relationships, delivering timely response time on submissions, providing outstanding customer service, managing market initiatives and providing team support. The preferred candidate will have 5 - 7 years P&C experience be a self-starter who possesses excellent oral and written communication skills. The candidate must also know the wholesale brokers in the Midwest. A degree is preferred, insurance industry designations a plus. Some travel is required. Compensation is \$60K - \$120K, DOE. Please submit your resume in confidence to [jobs@hollingerjobs.com](mailto:jobs@hollingerjobs.com) or

[frankaye@hollingerjobs.com](mailto:frankaye@hollingerjobs.com) or contact Fran Kaye directly at 704.237.3584 re: Advisen Jobs.

**Underwriter - Professional Liability (\$100K - \$125K +)  
Northeast**

Posted by Hollinger Jobs as of 12/28/09 [www.hollingerjobs.com](http://www.hollingerjobs.com). Our client is a leading carrier dedicated to the wholesale specialty insurance market. They provide top quality underwriting coverage for Professional Liability with a focus on Lawyers, Architects, Engineers, Technology, Med Mal, and Miscellaneous Liability. They seek an Underwriter with 5 - 10 years current experience in handling Professional Liability. The preferred candidate will have contacts in place in the Northeast territory, underwrite and select new business that will produce an underwriting profit, make recommendations concerning operations, systems, and procedures, and will also provide training and support to the underwriting department. The salary is \$100K - \$125K DOE. Degree, CPCU, RPLU, or other designations are a plus. Please submit your resume in confidence to [jobs@hollingerjobs.com](mailto:jobs@hollingerjobs.com) or [frankaye@hollingerjobs.com](mailto:frankaye@hollingerjobs.com) or contact Fran Kaye directly at 704.439.4432 re: Advisen Jobs.

**Underwriting Teams (\$200K - \$500K)  
Nationwide**

Several of our customers are seeking teams of people to expand and diversify their portfolios. In many cases, these firms will expand in areas where they already write business. Do you have the contacts with agents & brokers that will bring you the opportunities? If you can develop a significant book of profitable business with your team, call me. Location is wide open. For more information, please contact Glenn Wootton at 954.421.0122 or [glenn@iicuri.com](mailto:glenn@iicuri.com), or visit [www.insurancerecruitersusa.com](http://www.insurancerecruitersusa.com)

**VP General Manager - Life / Emerging Markets (\$150K - \$200K base plus bonus)**

**Atlanta, GA**

Our client, an innovative provider of solutions to assess risk for the insurance industry, seeks a VP General Manager to develop the vision for the unit and position it to be a leader in the Life and Emerging markets. This role will drive the creation of new products and manage RFIs/RFPs. Ideal candidate will have 10 - 15 years leadership experience with a technology company or in an insurance operations environment, 5+ years of managing P&L and 5+ years driving new products and revenue growth. Send resume to Rob Newman at [rnewman@smithhanley.com](mailto:rnewman@smithhanley.com)



**VP General Manager – Property (\$150K - \$200K base plus bonus)**

**Atlanta, GA**

Our client, an innovative provider of solutions to assess risk for the insurance industry, seeks a VP General Manager who will develop the vision for the unit and position it to be a leader in the market with a focus on information products for Property insurance. This role will drive the creation of new products and manage RFIs/RFPs. Ideal candidate will have 10 - 15 years leadership experience with a technology company or in an insurance operations environment, 5+ years of managing P&L and 5+ years driving new products and revenue growth. Send resume to Rob Newman at [rnewman@smithhanley.com](mailto:rnewman@smithhanley.com)

**VP Insurance Program Sales Consulting (\$175K)**

**New York / New Jersey**

National consulting firm with customers countrywide seeks business development professional to lead the growth of business to the program administrator marketplace. This individual should have personal contacts or excellent knowledge of the key players at PA's and MGA's. Someone with a solid rolodex and the relationships to back it up. The appropriate candidate will champion the success and growth of this segment and will involve providing customers – analytics, customer support functions, information technology data (not software), claims services and distribution support. This position reports to the CEO and is part of the executive management team. You will design the strategy and develop this small part of the business into a major segment for the firm. For more information, please contact Glenn Wootton at 954.421.0122 or [glenn@iicuri.com](mailto:glenn@iicuri.com), or visit [www.insurancerecruitersusa.com](http://www.insurancerecruitersusa.com)

**VP Product Development (\$150K - \$200K base plus bonus)**

**Atlanta, GA**

Our client, an innovative provider of solutions to assess risk for the insurance industry, seeks a VP Product Development who will provide vision and leadership to the Product Management Team. The incumbent will design and implement long-term product strategic plans and manage product offerings from conception to product life cycle. This role will work with market verticals, product development and technology to cultivate new product ideas and product improvements. Ideal candidate will have 10 years experience leading a product management function or operations environment, preferably in the insurance industry, and an in-depth knowledge of product development and evaluation processes. Six sigma certified a plus. Send resume to Rob Newman at [rnewman@smithhanley.com](mailto:rnewman@smithhanley.com)