

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 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?

Advisen Ltd.

Philadelphia Insurance Companies

University of Montana School of Business Administration

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

Advisen Ltd.

Insurance Analyst and Modeler

New York, NY; Kennett Square, PA

As of November 11, 2009

Description: Advisen Ltd. provides carriers, brokers, risk managers and other property & casualty insurance professionals with an integrated analytics and information platform containing insight to make key commercial insurance and risk management decisions. Over

100,000 insurance professionals use Advisen every day for news and insight into underwriting, marketing and purchasing commercial insurance. Advisen's web-based applications incorporate data, analytic tools and research on over 14 million global assureds and 80 industries. Advisen clients gain additional value from this information through analytic functions including benchmarking, risk metrics, work-up templates, insurance program management, policy & law comparisons, loss & exposure analysis, corporate governance, financial metrics, news and litigation data. Advisen's web site address is www.advisen.com. Position Summary: Working in New York City or Kennett Square, PA, the Insurance Data Analyst and Modeler will work with the world's leading database of insurance policy, loss and buyer information to create both regular and customized analyses. The Analyst will work with internal and external customers cleansing data and then designing and implementing strategies to extract meaningful information. This is an opportunity to be involved in a group creating innovative analyses of the commercial property casualty insurance market place. The Analyst will also: Assume responsibility for leading the testing and cleaning of data; Automate the production of periodic insurance market place reports; Construct and evaluate mathematical models for assessing risk; Troubleshoot data warehouse processes and procedures; Design and build rapid prototypes of data products; Integrate several technologies and datasets in innovative ways; Run statistical analysis of risk metrics; Provide technical product support to complex clients; Design and implement queries in support of ad hoc client requests; Work with team leader to assure on time completion and profitability of project.

Requirements: Education and Experience: Bachelors or Masters Degree with concentration in the area of statistics, math, computer science or economics. Necessary Knowledge, Skills and Abilities: Working knowledge of PC and database technologies; Ability to construct analytics using database and analytical tools; Willing to learn financial, insurance and risk management concepts; Understands PL SQL triggers and stored procedure concepts. Can create queries, sub queries and joins within SQL+; Understands generalized linear regression; Excellent analysis and problem solving skills; Ability to communicate effectively verbally and in writing.

To apply for this position, please contact Jim Blinn at jblinn@advisen.com

Advisen Ltd.
Marketing - Communications
New York, NY

As of November 11, 2009

Description: Position Responsibilities: Direct firm's overall marketing and strategic planning programs, and corporate communications. Facilitate client development through marketing and client services programs. Opportunity to progress career in a growing international business with primary activities in US: New York, Chicago, Washington DC, San Francisco, Boston; Bermuda; and Europe: London, Zurich, Munich and Paris. Duties and responsibilities include, but are not limited to: 1. Design, implement, and facilitate annual marketing plan for the firm. Support and facilitate development and implementation of section business/marketing plans; Direct and implement the company marketing function to identify and develop new customers for products and services; Create and coordinate the creation of marketing copy through the firm's various marketing medium; Coordinate and implement the planning and development of company marketing and communications materials; Represent the company at various community and/or business meetings to promote the company; Create and supervise the preparation, issuance, and delivery of sales materials, exhibits, and promotion programs; Research and develop strategies and plans which identify marketing opportunities, direct marketing, and new project development; Analyze and evaluate the effectiveness of direct marketing and telemarketing, methods, costs, and results; Establish and implement short- and long-range goals, objectives, policies, and operating procedures. Promote positive relations with partners, vendors, and distributors; Serve on planning and policy-making committees; Plan and administer the firm's Marketing Operations budget; support development of re-affiliated company marketing budgets. 2. Organize and implement client relations including: Client satisfaction surveys; Client development and advisory activities; Client skills training; Special events. 3. Supervise firm's RFP protocol process and editing proposals for new business; participate in planning and presentation sessions, when assigned. 4. Implement business development activities including: Efforts through Business Development Coordinator; Strategic planning for client presentations, beauty contests, etc.; Participate in the development of new project proposals. 5. Plan and coordinate public affairs, and communications efforts, to include public relations and target market community outreach. Oversee corporate communications activities including: external communications and systems, internal communications and systems, public relations efforts, external vendors and consultants. 6. Develop marketing database which includes client and prospect information, mailing list applications, access to financial reports, etc. 7. Assist with and support firm's involvement in various association networks including: Coordinating business development for sales

professionals with association members at their key conferences; Develop key marketing activities via these association relationships. 8. Design and plan semi-annual marketing training sales and research staff. 9. Oversee firm's electronic marketing efforts including: Input into Web site content and maintenance; Managing blogging and tweeting activities.

Requirements: Education: College degree required. Concentration in Marketing, Business, or Communications preferred. Experience: At least five years in marketing or communications role within professional services environment. Strong leadership and consensus building skills; marketing project management and strategic planning experience; a proven track record in developing and administering a marketing programs. Required Skills: Work requires excellent professional written, verbal and interpersonal skills; Good eye for creative collateral; Experience in strategic planning and execution; Experience in planning marketing strategies, advertising campaigns, and successful public relations efforts; Ability to motivate teams to produce quality materials within tight timeframes and simultaneously manage several projects; Ability to participate in and facilitate group meetings; Work requires willingness to work a flexible schedule; Must be a self-starter, highly organized, and able to work well with colleagues at all levels in the organization; Polished presentation and interpersonal skills; Must possess top level business management, interpersonal, and facilitation skills; Needs good knowledge of Microsoft Office Power point and Word applications; Special Skills: Background in B2B marketing and/or knowledge of insurance a plus.

To apply for this position, please contact Tom Ruggieri at truggieri@advisen.com

**Philadelphia Insurance Companies
Claims Examiner
Roseville, CA & Addison, TX**

Description: Philadelphia Insurance Companies, a subsidiary company of Tokio Marine, designs, markets and underwriters Commercial Property and Casualty and Management and Professional Liability insurance products tailored for the unique exposures of niche markets. We take great pride in providing competitively priced policies, local service relationships and differentiated coverage features. A hint of our product offerings include hotels, camps, builders' risk, health and fitness, office parks, accountants E&O, human and social services, and D&O liability. Commercial Lines Senior General Liability Examiner - As a PHLI examiner you will

investigate, confirm coverage, establish damages and negotiate settlements as well oversee and manage diversified GL and assign outside adjusters and attorneys. Additional job duties include reviewing and understanding complex coverage issues, determining liability, identifying subrogation rights, preparing cases for arbitration, attending settlement conferences and maintaining internal and external reporting requirements. Positions available in Roseville, CA and Addison, TX.

Requirements include a 4 year degree, a minimum of five years previous GL claims handling experience, with litigation experience preferred, a current adjusters license, and continuing insurance education highly desired.

In return you would be joining a financially strong and stable carrier which continues to meet the ongoing and changing insurance requirements of small, medium and large businesses in today's challenging markets. We offer a generous benefit package, which includes domestic partner coverage, continuing education incentives, programs to keep you and your family healthy and plan for your future and advancement opportunities. If qualified submit resumes to chaskins@phlyins.com or apply online at <http://careers.phly.com>

Philadelphia Insurance Companies
Commercial Lines General Liability Claims Supervisor
Roseville, CA
As of 11/13/09

Description: Philadelphia Insurance Companies, a subsidiary company of Tokio Marine, designs, markets and underwriters Commercial Property and Casualty and Management and Professional Liability insurance products tailored for the unique exposures of niche markets. We take great pride in providing competitively priced policies, local service relationships and differentiated coverage features. A hint of our product offerings include hotels, camps, builders' risk, health and fitness, office parks, accountants E&O, human and social services, and D&O liability. Commercial Lines General Liability Supervisor - As a Supervisor you will supervise as well as investigate, confirm coverage, establish damages and negotiate settlements; oversee and manage diversified GL claims and assign outside adjusters and attorneys. Additional job duties include reviewing and understanding complex coverage issues, determining liability, identifying subrogation rights, preparing cases for arbitration, attending settlement conferences and maintaining

internal and ex. You will provide direction, career coaching and counseling to subordinates. Position located in Roseville, CA.

Requirements: Include a 4 year degree, a minimum of seven years previous GL claims handling experience, plus a minimum of two years supervisory experience, with litigation experience preferred, a current adjusters license, and continuing insurance education highly desired.

In return you would be joining a financially strong and stable carrier which continues to meet the ongoing and changing insurance requirements of small, medium and large businesses in today's challenging markets. We offer a generous benefit package, which includes domestic partner coverage, continuing education incentives, programs to keep you and your family healthy and plan for your future and advancement opportunities. If qualified submit resumes to chaskins@phlyins.com or apply online at <http://careers.phly.com>

Philadelphia Insurance Companies
Senior Vice President – Underwriter
Bala Cynwyd, PA

As of November 13, 2009

Description: Philadelphia Insurance Companies designs, markets and underwrites commercial packages & professional liability insurance for select niche markets. We have been in existence since 1962 and have 48 offices nationwide. PHLI is an A+ rated carrier that is debt free, growing and a Ward's Top 50 Company. Due to growth, we are looking for a Senior Vice President of Underwriting for our Commercial Package team. This position will be responsible for strategic planning to enhance productivity and efficiency throughout the team. Assist with developing new products. Development of pricing to support profitability goals and to be competitive. Recruit, train and develop new talent. Maintain loss and expense ratio.

Requirements: We are seeking a candidate that has 15 years commercial package underwriting experience with a carrier. We are open to candidates that have a background in Excess & Surplus Lines and Commercial Package. Candidates will have a Bachelor's Degree. CPCU and Master's Degree preferred.

Philadelphia Insurance Companies offers excellent benefits, career growth and much more! For more information, please visit <http://careers.phly.com> or email lweeden@phlyins.com PHLI is an Equal Opportunity Employer.

**University of Montana School of Business Administration
Insurance / Risk Management Instructor
Missoula, MT**

As of October 28, 2009

Description: The University of Montana School of Business Administration is recruiting a full-time adjunct instructor to design and teach a series of courses in insurance/risk management beginning in the fall 2010 semester.

Requirements: Position requires an advanced degree in either law or finance, recent relevant work experience with insuring professional liability at the national level. University teaching experience preferred. Applicant will be required to develop four university courses in insurance, with an emphasis in professional liability insurance as well as select executive education training courses to be delivered at a distance to professionals.

Send a cover letter and resume to Amber Dudley (amber.dudley@business.umt.edu). Review of applications will begin immediately; position will remain open until December 18, 2009. Finalists will be subject to a criminal background investigation. This position announcement can be made available in alternative formats upon request. AA/EOE.

INSURANCE RECRUITING POSITIONS

Which Insurance Recruiters are posting positions on Advisen here?

Hollinger Jobs

Fran Kaye at 1.732.247.5656 or direct 704.788.1470 or

frankaye@hollingerjobs.com

James A. Lieberman at 1.732.247.5656 or

jalieberman@hollingerjobs.com

John R. Huttner at 1.732.247.5656 or jrhuttner@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

Platinum Search Group, Inc.

Brad Barick at 715.341.4900 or brad@pointpartners.biz

Smith Hanley Associates LLC

Andy Davis at 203.319.4300 x228 or adavis@smithhanley.com
Cheryl Tara at 203.319.4300 x229 or ctara@smithhanley.com
Karen McCorkindale at 203.440.1875 or
kmccorkindale@smithhanley.com
Rob Newman, 770.664.7939 or rnewman@smithhanley.com
Sean deGroot at 203.319.4300 x226 or sdegroot@smithhanley.com

Agency Relations / Distribution Management (\$100K - \$125K + bonus)

Chicago, IL

This is a highly rated carrier that is recognized in its specialty niche as being a quality underwriter in the space with excellent paper. They specialize in municipalities and schools and have an excellent track record over decades of doing business with these entities. This position will represent them in the Midwest and be the key contact with agency partners throughout the region. You will have demonstrated experience with carriers in working with the independent agent system in the Midwest. This position will report directly to the President. Position will be home based and supported with all the appropriate resources needed to be successful. Any experience in the niche of municipalities and schools would be very attractive. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com, or visit www.insurancerecruitersusa.com

Brokerage - President / Senior Executive Group Benefits (\$250K+)

Northeast

Posted by Hollinger Jobs as of 11/11/09 www.hollingerjobs.com. Our client, a well established retail P&C broker in the Northeast is seeking a President / Senior Executive who will function as the Manager and Practice Leader for their Group Benefits Division. Sales Leadership and management skills are a must. This is an exciting, growing firm that offers a real opportunity to the right candidate. The firm is known for its professional, collegial environment and operating as a unified team. The position encompasses the tri-state area - NY, CT, NJ and will be responsible for financial growth and overall management of a \$20 million book of both small and large group business and 50+ person departments with three locations. The successful candidate will have a solid track record of accomplishments, including a strong progression of running day to day operations, employee supervision, and training and development of staff and producers. Additionally the position includes rounding out of accounts, production of group benefits accounts and a significant amount of cross selling with property and casualty brokers. Qualified candidates must have a

minimum of 15 years of related group benefits production and management experience from either a regional or a large broker, consulting firm, or carrier environment. Degree required, MBA a plus. Appropriate licenses and designations are expected. Compensation begins with a base of \$250K+, DOE plus additional commissions, bonuses and benefits. Please submit your resume in confidence to John Huttner at jrhuttner@hollingerjobs.com or jobs@hollingerjobs.com, or you may contact John Huttner directly at 1.732.247.5656.

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

NY / NJ Area

Posted by Hollinger Jobs as of 11/11/09 www.hollingerjobs.com. Our 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 or jalieberman@hollingerjobs.com, or call Jim Lieberman at 732.247.5656 re: Advisen Jobs.

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

Brunswick, NJ Area

Advance your insurance sales career with a "super" regional insurance broker in the Brunswick, NJ area. This broker has excellent leadership and world-class standing; they provide 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 2009 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 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 their “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 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 for more information.

**Commercial Insurance Producer (\$75K - \$250K)
Brunswick, NJ Area**

Advance your insurance sales career with a “super” regional insurance broker in the Brunswick, NJ area. This broker has excellent leadership and world-class standing; they provide 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 2009 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 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 today!

Commercial Insurance Producers (\$125K - \$500K) Southern, 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 in-house 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 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. Will have strong prospecting and new business development skills with a track record of consistently exceeding sales objectives. Compensation is directly related to 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 for more information.

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

Northeast

Posted by Hollinger Jobs as of 11/11/09 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 call 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 or jalieberman@hollingerjobs.com, or you may contact Jim Lieberman at 1.732.247.5656 re: Advisen Jobs.

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

Southeast

Posted by Hollinger Jobs as of 11/11/09 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 hall 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 or frankaye@hollingerjobs.com, or contact Fran Kaye directly at 704.439.4432 re: Advisen Jobs.

Company Sales / Marketing (\$250K+)

New York, NY

This is a diverse A rated carrier that is growing in product portfolio and geographically. You will have significant experience in commercial lines distribution in both wholesale and retail environments. This position will help the organization at a strategic level to position itself

properly with retailers/wholesalers to maximize the mutual benefits of a relationship. Experience in the agency/wholesale business likely would be attractive to have a broad understanding and knowledge of the inner workings of distribution partners in the commercial and personal lines area. This position will be part of the nucleus of the firm and have the strategic level accomplishments in their careers that clearly demonstrate that capability. You should have vision and the smarts and experience to make the vision a reality. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com, or visit www.insurancerecruitersusa.com

D&O Broker (\$100K - \$125K)

Long Island, NY

Our client, a well respected insurance broker, seeks to add a professional to their management liability and professional liability team. We seek 6 - 7 plus years experience in large accounts, strong interpersonal and presentation skills, and the ability to "stand alone" when dealing with markets and clients. You will be dedicated to a particular business segment that is an athlete's or a dedicated spectators dream. Great company - benefits, bonus opportunity, committed to their employees. Send resume to Karen McCorkindale at kmccorkindale@smithhanley.com

D&O Senior Underwriter (\$90K - \$110K)

Chicago, IL

Our client, a highly rated rapidly growing New York City based insurance carrier seeks a D&O Underwriter to assist in the growth of their Commercial book. Ideal candidate will have a strong technical underwriting background, a minimum of five years experience within the large commercial account environment and strong, retail brokerage relationships. Send resume to Andy Davis at adavis@smithhanley.com

D&O Senior Underwriter (\$90K - \$110K)

New York, NY

Our client, a highly rated rapidly growing New York City insurance carrier seeks a D&O Underwriter to assist in the growth of their Commercial book. Ideal candidate will have a strong technical underwriting background, a minimum of five years experience within the large commercial account environment and strong, retail brokerage relationships. Send resume to Andy Davis at adavis@smithhanley.com

D&O Underwriting Manager (Up to \$140K plus bonus)

New York, New York

Our client, a highly rated rapidly growing New York City insurance carrier seeks a D&O Underwriting Manager to lead the growth of their Commercial book. Ideal candidate will have a strong technical underwriting background, a minimum of five years experience within the large commercial account environment and strong retail brokerage relationships. Send resume to Andy Davis at adavis@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. He/she 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

Director of Sales - Life Settlements (\$100K - \$130K)

MI

Client is a rapidly expanding Life Settlements 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. He/She 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

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

Posted by Hollinger Jobs as of 11/11/09 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 10+ years 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 above the details to 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 or jalieberman@hollingerjobs.com, or you may contact Jim Lieberman at 1.732.247.5656 re: Advisen Jobs.

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

Several Top Property and Casualty companies seek to add professionals with two plus 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

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

Our client, a prestigious insurance company, seeks to expand their 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

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 today!

Inland Marine Underwriter (\$90K - \$120K)

Boston, MA / Hartford, CT

Small A rated regional company seeks a solid Inland Marine Underwriting Specialist. This person will deal with builders risk, contractor equipment and motor truck cargo. Someone that has had product management experience would be a big plus, but a network of agents or wholesalers that control this type of business is important also. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com or visit www.insurancerecruitersusa.com

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

ME

Posted by Hollinger Jobs as of 11/11/09 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 must 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, Senior Recruiter at jalieberman@hollingerjobs.com

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, or visit www.insurancerecruitersusa.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, or visit 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 their "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 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 for more information.

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

Open, VA

Posted by Hollinger Jobs as of 11/11/09 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 \$25K 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 \$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 or jalieberman@hollingerjobs.com, or you may contact Jim Lieberman at 1.732.247.5656 re: Advisen Jobs.

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

Tri - State, NY / NJ / Southern

Posted by Hollinger Jobs as of 11/11/09 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, Senior Recruiter at 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

**P&C Southeast Managing Director (\$250K - \$275K + stock)
Fort Lauderdale, FL**

This mid-sized rated carrier has a presence in the Southeast market but is looking to significantly grow that footprint. They currently write in the \$100 million range of both personal and commercial lines business. You will be familiar with the wholesale and retail distribution partners in the Southeast (GA, FL, AL, LA, NC, SC, TN, etc.). This organization has a great history of growth and profitability. You will be the lead Executive to build and project their presence in the Southeast. Their portfolio is primarily mid-market commercial package type business but also stand alone property casualty. They are looking for a leader with a quality reputation in the region. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com, or visit www.insurancerecruitersusa.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 is 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

**Personal Lines Underwriting (\$80K - \$110K)
Florida / North & South Carolina**

This is an opportunity with an exciting, growing and successful personal lines company. This firm's portfolio consists of high net worth, affluent customer business. Your experience in high value property underwriting, to include multi-million dollar homes, could be attractive. This firm writes all lines, to include homeowners, auto, specialty umbrella, etc. through the independent agency system. You must have an established record of strong performance and be able to differentiate yourself from the pack. If you write standard homeowners exposure, but believe you have what it takes to work in the sophisticated high value market, this could be your chance to prove yourself. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com, or visit www.insurancerecruitersusa.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, or visit www.insurancerecruitersusa.com

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

Posted by Hollinger Jobs as of 11/11/09 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, managing 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 coverage's related to Healthcare/Medical clients as well as a thorough knowledge of the carrier and wholesale broker marketplace related to same. In addition, the candidate will 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 or jobs@hollingerjobs.com, or you may contact John Huttner directly at 1.732.247.5656 re: Advisen Jobs.

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

Palm Beach, FL

My 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, or visit www.insurancerecruitersusa.com

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

Brunswick, NJ Area

Advance your insurance sales career with a "super" regional insurance broker in the Brunswick, NJ area. This broker has excellent leadership and world-class standing; they provide 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 2009 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 for more information.

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 today!

Producer – Marine Construction (\$90K - \$250K)

Greater Seattle, WA

One of the "best of the best" commercial insurance brokers in the Northwest is expanding their "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 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 for more information.

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

Southern, 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 in-house 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 also encouraged to bring in their 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. Will have strong prospecting and new business development skills with a track record of consistently exceeding sales objectives. Compensation is directly related to 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 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, 715.341.4900 or email him at brad@pointpartners.biz for more information.

**Producers - Group Benefits (\$125K - \$500K)
Southern, 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 in-house 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 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. Will have strong prospecting and new business

development skills with a track record of consistently exceeding sales objectives. Compensation is directly related to 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 for more information.

Product Manager (Up to \$105K)

Southeast

Posted by Hollinger Jobs as of 11/11/09 www.hollingerjobs.com. Our client is one of the largest commercial auto insurance companies in the industry and a strong leader in product development. They seek a Product Manager with experience in 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 be designing and developing assigned products through a formal business plan. Will also price, plan budgets and forecast for assigned products. Must have a B.S. degree with at least 5 years experience as a product manager or product analyst. The preferred candidate 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 or frankaye@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

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, or visit 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

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

Posted by Hollinger Jobs as of 11/11/09 www.hollingerjobs.com. Our 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 or 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 a lay-off. This position has been allocated due to increased demand for consulting services. Must know and must 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, maintain and test programs, recommend program enhancements and corrective action, comply 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 of up 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 for more information.

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

Midwest

Posted by Hollinger Jobs as of 11/11/09 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 or jalieberman@hollingerjobs.com, or you may contact Jim Lieberman at 1.732.247.5656 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. He/She will know business trends and thoroughly know and understand the E&S market and relevant wholesalers. Candidate must also have the leadership ability and the professional credibility to drive the development of new products and the underwriting strategy. A BS degree is required (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

**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. Candidate will provide fire protection engineering and risk management consulting services for heavy industries, such as pulp & paper, steel, utilities, etc. He/She will assist client companies around the world in avoiding and minimizing losses that can lead to property damage and business interruption, and provide technical support and develop timely reports on respective projects. An engineering degree (ME, ChE, EE, IE) is required, and a minimum of seven years experience in fire protection engineering and loss control. Must be 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. Preferably living in the Eastern or Midwest US, e.g. Atlanta, Charlotte, or Chicago. Compensation for the well qualified candidate will include a base salary of \$100K - \$120K, bonus of up to 15%, and excellent benefits. Contact Brad Barick, brad@pointpartners.biz or 715.341.4900 for more information.

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

NJ

Posted by Hollinger Jobs as of 11/11/09 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 North East 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 or frankaye@hollingerjobs.com, or contact Fran Kaye directly at 704.439.4432 re: Advisen Jobs.

Senior Products Underwriting Manager - E&S Casualty (Up to \$160K)

New York, NY, Chicago, IL or Philadelphia, PA

Our client, a leading property and casualty insurance company seeks a Senior Products Underwriting Manager who will support the Senior Underwriting Management in providing product/underwriting leadership to maintain and grow the E&S Casualty lines of business. The Senior Product Underwriting Manager provides subject matter expertise and leadership, ensuring a high quality of underwriting and product management. Ideal candidate will have demonstrated casualty expertise through 10 - 15 years of casualty underwriting experience, including 5 - 10 years of excess and surplus lines experience and thorough market knowledge in E&S casualty. Send resume to Cheryl Tara at ctara@smithhanley.com

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. Candidate 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 Bachelors 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

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

Northeast

Posted by Hollinger Jobs as of 11/11/09 www.hollingerjobs.com. Our client is a major insurance carrier in the North East 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 North East 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 will make necessary recommendations concerning operations, systems and procedures. In addition, the candidate will 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 or 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

Senior Underwriter - Environmental (Up to \$110K)

Pacific West Region

Posted by Hollinger Jobs as of 11/11/09 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, 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 progression 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 or 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 11/11/09 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 is 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, Senior Recruiter at jalieberman@hollingerjobs.com

Senior Wholesale Broker (\$100K +)

West Coast

Posted by Hollinger Jobs as of 11/11/09 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 is 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, Senior Recruiter at jalieberman@hollingerjobs.com

**Surplus Lines Liability Insurance Consultant (\$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. He/She must know business trends and thoroughly know and understand the E&S market and relevant wholesalers, and must have the leadership ability and the professional credibility to drive the development of new products and the underwriting strategy. BS degree is required (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

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

Posted by Hollinger Jobs as of 11/11/09 www.hollingerjobs.com. Established and financially secure wholesale brokerage and MGA is seeking a Transportation Underwriting Manager. 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 as well as school and shuttle bus and other forms of transportation. He/She will also be 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 or jalieberman@hollingerjobs.com, or you may contact Jim Lieberman at 1.732.247.5656 re: Advisen Jobs.

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

Posted by Hollinger Jobs as of 11/11/09 www.hollingerjobs.com. Our client, a major carrier with a location in the Mid West, 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. In addition, the candidate must 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 or frankaye@hollingerjobs.com, or contact Fran Kaye directly at 704.237.3584 re: Advisen Jobs.

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

Posted by Hollinger Jobs as of 11/11/09 www.hollingerjobs.com. Financially strong property and casualty carrier with a global network is seeking an Executive Level Underwriter. 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 or jalieberman@hollingerjobs.com, or you may contact Jim Lieberman at 1.732.247.5656 re: Advisen Jobs.

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

Posted by Hollinger Jobs as of 11/11/09 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 or 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, or visit www.InsuranceRecruitersUSA.com

VP Insurance Program Sales Consulting (\$175K)

New York / New Jersey

National consulting firm with customers country wide 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, or visit www.insurancerecruitersusa.com

Wholesale Healthcare Program Manager (\$120K +)

East

Posted by Hollinger Jobs as of 11/11/09 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 is 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 or jalieberman@hollingerjobs.com, or you may contact Jim Lieberman at 1.732.247.5656 re: Advisen Jobs.