

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 90,000? 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?

Allied World National Assurance Co.
HCC Global Financial Products LLC
Scottsdale Insurance Company
Towers Perrin

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.

Allied World National Assurance Co.
Regional Business Development Manager
Atlanta, GA
April 13, 2009

Description: We are seeking a highly motivated, outwardly facing individual to develop, implement and manage Allied World's Midwest Business Development strategic plans across all lines of business in

the organization. Responsible for all elements of distribution management, for all product lines in the Midwest U.S. Obtain a broad knowledge and be able to speak authoritatively about all of AW U.S. product lines. From a high level, this will include being able to effectively illustrate AW product/Company differentiation, key competitor strengths and weaknesses, current market or industry segment issues and comprehensive understanding of AW distribution relationships. Work closely with local branch manager to assess regional BD needs, develop specific product line strategies including help with targeting specific accounts, prioritize resources and execute business development plans. Manage overall broker performance to achieve stated growth objectives in the region and determine which brokers need specific growth plans. Identify new production and/or product opportunities by conducting in-depth portfolio surveys of existing/potential distribution partners. Enhance AW market share by identifying and qualifying new distributors. Act as our distribution partner's advocate. Be viewed as a valuable and indispensable distribution resource for our product leads. Expand AW's visibility and brand in the market via participation at strategic conferences, distributor sales events, proactively pursuing speaking engagements for members of AW and through "hand to hand" combat in the field during sales calls. Gather competitive intelligence and distribute to relevant business units. Coordinate producer agreements and run "interference" and help mediate potential distribution conflicts. Properly utilize salesforce.com capabilities including travel and meeting summaries. Develop and manage robust reports that track stated BD metrics to illustrate impact and make appropriate adjustments as needed.

Requirements: Bachelor's degree required. A minimum of 5 - 10 years of relevant underwriting and/or Business Development experience. Self starter, strong organizational skills and ability to function independently with minimal daily oversight. Superior negotiation, influencing and sales/marketing skills, strong written & verbal communication skills. Must be able to simultaneously manage multiple priorities. Must possess an extensive network of distribution relationships in the region Specialty insurance back ground a plus.

Contact: Carla M. Moylan, AVP/HR, 9 Farm Springs Road,
Farmington, CT 06032 860.284-.376 / 860.284.1377 (fax)
carla.moylan@awac.com

**Allied World National Assurance Co.
Regional Business Development Manager
Chicago, IL**

April 13, 2009

Description: We are seeking a highly motivated, outwardly facing individual to develop, implement and manage Allied World's Midwest Business Development strategic plans across all lines of business in the organization. Responsible for all elements of distribution management, for all product lines in the Midwest U.S. Obtain a broad knowledge and be able to speak authoritatively about all of AW U.S. product lines. From a high level, this will include being able to effectively illustrate AW product/Company differentiation, key competitor strengths and weaknesses, current market or industry segment issues and comprehensive understanding of AW distribution relationships. Work closely with local branch manager to assess regional BD needs, develop specific product line strategies including help with targeting specific accounts, prioritize resources and execute business development plans. Manage overall broker performance to achieve stated growth objectives in the region and determine which brokers need specific growth plans. Identify new production and/or product opportunities by conducting in-depth portfolio surveys of existing/potential distribution partners. Enhance AW market share by identifying and qualifying new distributors. Act as our distribution partner's advocate. Be viewed as a valuable and indispensable distribution resource for our product leads. Expand AW's visibility and brand in the market via participation at strategic conferences, distributor sales events, proactively pursuing speaking engagements for members of AW and through "hand to hand" combat in the field during sales calls. Gather competitive intelligence and distribute to relevant business units. Coordinate producer agreements and run "interference" and help mediate potential distribution conflicts. Properly utilize salesforce.com capabilities including travel and meeting summaries. Develop and manage robust reports that track stated BD metrics to illustrate impact and make appropriate adjustments as needed.

Requirements: Bachelor's degree required. A minimum of 5 - 10 years of relevant underwriting and/or Business Development experience. Self starter, strong organizational skills and ability to function independently with minimal daily oversight. Superior negotiation, influencing and sales/marketing skills, strong written & verbal communication skills. Must be able to simultaneously manage multiple priorities. Must possess an extensive network of distribution relationships in the region. Specialty insurance back ground a plus.

Contact: Carla M. Moylan, AVP/HR, 9 Farm Springs Road,
Farmington, CT 06032 860.284-.376 / 860.284.1377 (fax)
carla.moylan@awac.com

HCC Global Financial Products LLC

Claims Attorney

Farmington, Connecticut

April 1, 2009

Description: Handle all aspects of claims arising from Directors & Officers Insurance for public and/or private companies, including analysis of claim and all coverage issues, file maintenance, assessing exposure and posting appropriate loss reserves, negotiating claims to resolution, manage defense counsel, interact with coverage counsel, and consult with underwriters on policy language and risk selection. Position reports directly to Sr. Vice President, Claims.

HCC Global Financial Products LLC is a wholly owned subsidiary of HCC Insurance Holdings, Inc. (HCC). HCC is an international insurance holding company and a leading specialty insurance group since 1974, based in Houston, Texas. HCC is traded on the NYSE (symbol: HCC), has assets exceeding \$8.4 billion and is rated AA (Very Strong) by Standard & Poors and A+ (Superior) by A.M. Best Company.

HCC Global Financial Products LLC specializes in directors & officers insurance, professional indemnity and related financial products. HCC Global Financial Products LLC has International offices in Barcelona-Spain, London-England and Rome-Italy. US operations are located in Farmington-Connecticut, Miami-Florida, Jersey City-New Jersey and Houston-Texas.

Requirements: 3 - 6 years experience in relevant management liability claims. D&O claims experience preferred.

Contact: [hiring@hcc-global.com](mailto: hiring@hcc-global.com).

Scottsdale Insurance Company

Director of Claims, Management Liability

New York, NY

As of April 9, 2009

Description: Directs the investigation, evaluation, and resolution for all levels of Management Liability claims. Drives the communication and performance for all Management Liability claims to achieve operational results, including customer service, indemnity and expense outcome and strategic alignment with Division goals and

objectives. May also be responsible for other professional lines claims (i.e. E&O, EPLI, Medical Malpractice) Works with claims leaders to develop training plans and strategies for the claims division. May have limited to significant responsibility for the development, coaching, training and mentoring of individual team members. Acts as a subject matter expert in for profit D&O coverage. Will operate as a consultative voice to the Underwriting team and in support of large or specialized claim programs (primarily D&O) addressing coverage issues, regulatory matters and litigation management techniques.

Requirements: Law degree from accredited law school preferred. Proven knowledge of issues and legal developments in the D&O market through at least five years of active legal practice and/or experience within an insurance company environment. Past involvement in training activities is preferred. Ten years prior insurance experience preferred with emphasis on D&O coverage. Proven experience handling and/or managing higher severity and/or complex claims and litigation preferred. Proven experience analyzing and handling complex coverage issues. A minimum of five years experience in the practice of securities law and/or managing D&O claims with an emphasis on securities or shareholder liability. Experience in claim management preferred. Must have extensive knowledge in for profit D&O Coverage. Maintains current knowledge of the D&O market; venue specific court decisions which may impact the claims function; current guidelines in the claims function; and policy changes and modifications. Knowledge of other professional lines preferred (i.e., E&O, EPLI, Medical Malpractice). Knowledge of securities law required.

For a complete job description and to make application go to www.scottsdaleins.com or send resume to Rick Aune at auner@scottsdaleins.com or call 480.365.2225. Scottsdale Insurance Company is a wholly owned subsidiary of Nationwide®. EOE/M/F/D/V.

Towers Perrin
Senior Account Specialist
Stamford, CT
April 14, 2009

Description: Towers Perrin is a global professional services firm that helps organizations around the world optimize performance through effective people, risk and financial management. The firm provides innovative solutions to client issues in the areas of human resource strategy, design and management; actuary consulting to the financial services industry; and reinsurance intermediary services. Consultative

Insurance Placement provides a sophisticated alternative to traditional insurance intermediaries that combines seasoned insurance brokerage expertise with the strong analytical resources of Towers Perrin. We work closely with clients to develop innovative risk management solutions so they are well prepared to handle risk financing challenges in today's environment. Our approach focuses on four key features. 1. Team approach/client empowerment 2. Deep analytics 3. Unbiased selection of the forms of risk protection 4. Open access to all sources of risk protection. We are looking to add an experienced Sr. Account Specialist who is willing and able to support our Account Executives in providing high-quality service to all aspects of our new and renewal accounts, including: Managing the day to day transactions with 10 or more clients across the U.S. Performing policy management activities, including, but not limited to: binder preparation, invoices, certificates of insurance, policy summary documentation, and the review of policies and endorsements and any required remediation Supporting our Account Executives in the marketing of various lines of coverage Performing external contact including correspondence with clients, underwriters and intermediaries Understanding and assist in the compliance of surplus lines taxes and regulatory filing requirements and completion of all related filings and invoicing Preparing underwriting submissions and applications under the direction of the Account Executive. This role is located at the World Headquarters of Towers Perrin It offers the opportunity to work in the largest unit of Consultative Insurance Placement in the U.S., including along side the National Leader of the group Office has convenient access to public transportation, on-site fitness center and is close to shopping and dining.

Requirements: Three or more years of Property/Casualty insurance brokerage and/or underwriting experience Property/Casualty Brokers/Producers license preferred (Anyone not possessing this credential will be supported in attaining it.) Proven ability to respond to shifting priorities while continuing to meet deadlines for multiple, simultaneous projects Track record of using your industry knowledge to make judgments and then persistently following-up with stakeholders to drive desired outcome. Proficient with Microsoft Office programs, with particular emphasis on Excel. (Experience with Sagitta not required, but a major advantage.) Positive client service attitude paired with strong oral and written communication skills Capable of working in a self-motivated, team atmosphere Ability to travel, if required

Please contact Dan Nielsen to learn more:

Dan.Nielsen@towersperrin.com .314.719.5898 Towers Perrin is an Affirmative Action/Equal Opportunity Employer.

INSURANCE RECRUITING POSITIONS

Which Insurance Recruiters are posting positions on Advisen here?

Hollinger Jobs

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

James A. Lieberman at .732.247.5656 or

jalieberman@hollingerjobs.com

Fran Kaye at 704.788.1470 or frankaye@hollingers.com

Robert Klein at 704.439.3181 or robertklein@hollingerjobs.com

Dave Whittet at 732.247.5656 or dwhittet@hollingerjobs.com

Magdalena Bujak at 732.247.5656 or mbujak@hollingerjobs.com

International Insurance Consultants, Inc.

Ray Crowley at 954.421.0122 or rc@iicuri.com

Glenn Wootton at 954.421.0122 or gw@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

Sean deGroot at 203.319.4300 x226 or sdegroot@smithhanley.com

Karen McCorkindale at 203.440.1875 or

kmccorkindale@smithhanley.com

Cheryl Tara at 203.319.4300 x229 or ctara@smithhanley.com

Account Management - Energy & Marine (\$80K - \$140K) Houston, TX

The Energy & Marine Division of this national client is adding another high level client service executive to assist in the management of a \$6M revenue book of Energy & Marine business. Will be a lead service professional on a team to manage large energy & marine accounts. This position will require frequent client-facing activity, marketing, rounding accounts, management of new and renewal business. Qualified candidates must have very strong current knowledge and experience in working with large energy and marine sector business as well as the accompanying insurance lines of coverage. Industry designations such as CPCU, CIC, ARM are very desirable. Must currently live in the Greater Houston area. For more information, contact Brad Barick at 715.341.4900 or brad@pointpartners.biz.

Account Manager (\$75K - \$100K)

West Palm Beach, FL

This client is a well-established, independent agency that has access to virtually every major market for its diverse client base. Candidate will be the lead service person for a \$1.5M revenue (\$15M premium) book of manufacturing, contractor and general business. These are large, middle market accounts which require client facing activity. Candidate will take over and manage all service for clients including marketing functions; will fill "gaps", round accounts, handle new and renewal business. Qualified candidates will have over 5 years experience managing all facets of middle market accounts, have very strong working knowledge for all lines of business - P&C, D&O, E&O, builders risk etc. A four-year college degree and industry designations, such as CPCU, CIC, ARM, AU are very desirable. Willing to live in the West Palm Beach, FL area; relocation assistance is available. Compensation commensurate with experience, bonus eligible, excellent benefits. Contact Brad Barick at 715.341.4900 or brad@pointpartners.biz for more information.

Aviation and Marine Claims Specialist (Up to \$125K)

Midwest

Posted by Hollinger Jobs as of 3/10/09 www.hollingerjobs.com. Our client, a well established and growing Midwest carrier, is seeking a Claims Specialist to handle Aviation and Marine. This is the point position for ongoing claims and collaborates with underwriters, agents and attorneys regarding pending claims and reserving. Responsibilities include hands on analysis and negotiation of all claims, supervision of adjusters and negotiation with attorneys. The ideal candidate will have a minimum of 4 - 7 years of claims experience with a solid background in the Aviation and Marine Insurance. A BA/BS is preferred. Insurance designations are helpful. The salary range for this position is up to \$125K, DOE plus benefits. This is an excellent working environment with a collegial team. Please submit your resume in confidence to mbujak@hollingerjobs.com or dwhittet@hollingerjobs.com or call Magdalena Bujak or Dave Whittet at 732.247.5656 or jobs@hollingerjobs.com. Re: Advisen Jobs.

Brokerage Executive (\$250K - \$500K DOE)

California

Posted by Hollinger Jobs as of 3/10/09 www.hollingerjobs.com. Our client, a well established and thriving broker, is seeking a Sr. Executive for their growing West Coast business. This is a Practice Leader level position responsible for managing a dedicated team, the book of business and driving new business revenue within the California marketplace. The ideal candidate should be leading a successful Sales and Service team in CA and have corresponding relationships in place. This individual must be well grounded in the

various California niche industries & markets, have a demonstrated history in both managing a team and leading a successful Sales effort. Degree & designations - BA, MBA, CPCU expected. This is an excellent working environment with a collegial team. Compensation up to \$500K, DOE. Please respond in confidence with your resume to John R. Huttner by e-mail at jrhuttner@hollingerjobs.com or jobs@hollingerjobs.com or you may call him at 1.732.247.5656. Re: Advisen Jobs.

**Brokerage Producer / Sales Partner / Ownership (Up to \$100K)
Midwest**

Posted by Hollinger Jobs as of 3/10/09 www.hollingerjobs.com. Regional long standing retail insurance agency in the Midwest is seeking a results driven Producer who under a specific timeline will transition into partnership and management with the firm's current ownership. The retail broker with over 75 years of service, is seeking an individual with a minimum of 4 years of either sales, marketing or production underwriting to manage an existing commercial and personal lines book and develop new commercial and personal lines business. Proven sales aptitude with a high level of self motivation and drive as well as a team player with high level of integrity required. CPCU and/or Bachelors Degree in insurance, loss control or business management a plus. Property and casualty license required. Compensation range will depend on level of experience and what successful individual can bring to the agency. Partnership opportunity is on track after 18 - 24 months of production. Individuals with ability to move a book of business, compensation and partnership opportunity will be structured accordingly. Personal Lines Producers with interest and/or ability to cross sell will be of interest. Full Benefits package including paid vacation/paid holidays. Expectations range from \$50K - \$100K (Range for first year). 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.

**Brokerage Sales to \$125K Base+
NY / NJ Area**

Posted by Hollinger Jobs as of 3/10/09 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.

Brokerage Territory Manager - Sales and Marketing (\$115K - \$135K)

All Locations

Posted by Hollinger Jobs as of 3/10/09 www.hollingerjobs.com. Our client, a well established RM consulting firm, seeks Two (2) Sales and Marketing Territory managers to handle Business Development for an assigned territory. The territories are West Coast, SW, SE, NE, and Midwest. The client firm specializes in risk management and consulting services to the construction and wrap-up community and provides these services through the existing broker or agency plant as well as direct to insureds. Overall responsibilities for this position include client development, sales, and relationship management of the existing book of business with the ultimate goal of significantly building up the business in each region. Specific duties include the successful development and implementation of local and regional sales and marketing plans by collaborating with and mentoring the existing broker support teams. The candidate must penetrate new markets to expand the client base, achieve target sales goals and manage office operations in line with company standards. The preferred candidate should have a strong foundation of technical insurance knowledge in construction and related coverages along with 5 years of solid sales and business development experience. Ideal work history should include experience in wholesale brokerage, retail brokerage, risk management consulting, or carrier business development. Excellent communication skills and strong interpersonal skills are expected. A BA, BS, MBA, and/or other insurance designations (CRIS, ARM, RM, CRP, CRM) are preferred. The company offers a base salary of \$115K - \$135K DOE; plus a generous bonus and benefits package. Please respond in confidence with your resume to John R. Huttner by e-mail at jrhuttner@hollingerjobs.com or jobs@hollingerjobs.com or you may call him at 1.732.247.5656. Re: Advisen Jobs.

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

One 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 commissions, bonus, all expenses and provides excellent benefits. Contact Brad Barick now at 715.341.4900 or brad@pointpartners.biz for more information.

**Casualty Construction Executive / Team (\$350K - \$450K +
Equity)**

New York, NY / Los Angeles, CA

We are looking for a lead executive who has the experience of developing, building and/or running a construction practice in the major project area. You need to be involved with major infrastructure type accounts - roads, bridges, tunnels, schools, etc. My client has quality paper, capital to invest and excellent credit ratings. This is an experienced insurance organization with an appetite to continue their growth and diversification. Excellent opportunity to quickly establish a business with a team. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com.
www.insurancerecruitersusa.com.

**Chief Underwriter - Property (\$160K - \$180K)
Hartford, CT**

Our client, a leading insurance company seeks a Chief Underwriter -Property who will be responsible for driving earnings for the respective unit, in close conjunction with the respective Client Markets teams. This position provides leadership to the Products Underwriting team, ensuring a high quality of underwriting for the assigned deals, and a high service quality for the referrals. You will be responsible for coordinating and sharing industry specific knowledge and related underwriting know-how across the group and will manage and motivate the team to achieve its objectives. Ideal candidate will have a minimum of 10 to 15 years Property Underwriting and the ability to work with a global team. Send resume to Cheryl Tara.
ctara@smithhanley.com.

Claims Specialist - Aviation and Marine (Up to \$125K)

Midwest

Posted by Hollinger Jobs as of 3/10/09 www.hollingerjobs.com. Our client, a well established and growing Midwest carrier, is seeking a Claims Specialist to handle Aviation and Marine. This is the point position for ongoing claims and collaborates with underwriters, agents and attorneys regarding pending claims and reserving. Responsibilities include hands on analysis and negotiation of all claims, supervision of adjusters and negotiation with attorneys. The ideal candidate will have a minimum of 4 - 7 years of claims experience with a solid background in the Aviation and Marine Insurance. A BA/BS is preferred. Insurance designations are helpful. The salary range for this position is up to \$125K, DOE plus benefits. This is an excellent working environment with a collegial team. Please submit your resume in confidence to mbujak@hollingerjobs.com or dwhittet@hollingerjobs.com or call Magdalena Bujak or Dave Whittet at 732.247.5656 or jobs@hollingerjobs.com. Re: Advisen Jobs.

Client Services Executive (\$75K - \$100K)

West Palm Beach, FL

This client is a well-established, independent agency that has access to virtually every major market for its diverse client base. Candidate will be the lead service person for a \$1.5M revenue (\$15M premium) book of manufacturing, contractor and general business. These are large, middle market accounts which require client facing activity. Candidate will take over and manage all service for clients including marketing functions; will fill "gaps", round accounts, handle new and renewal business. Qualified candidates will have over 5 years experience managing all facets of middle market accounts, have very strong working knowledge for all lines of business - P&C, D&O, E&O, builders risk etc. A four-year college degree and industry designations, such as CPCU, CIC, ARM, AU are very desirable. Willing to live in the West Palm Beach, FL area; relocation assistance is available. Compensation commensurate with experience, bonus eligible, excellent benefits. Contact Brad Barick at 715.341.4900 or brad@pointpartners.biz for more information.

Client Service Executive - Energy & Marine (\$80K - \$140K)

Houston, TX

The Energy & Marine Division of this national client is adding another high level client service executive to assist in the management of a \$6M revenue book of Energy & Marine business. Will be a lead service professional on a team to manage large energy & marine accounts. This position will require frequent client-facing activity, marketing, rounding accounts, management of new and renewal business. Qualified candidates must have very strong current knowledge and experience in working with large energy and marine

sector business as well as the accompanying insurance lines of coverage. Industry designations such as CPCU, CIC, ARM are very desirable. Must currently live in the Greater Houston area. For more information, contact Brad Barick at 715.341.4900 or brad@pointpartners.biz.

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

Eastern CT

Are you looking for a challenging career opportunity working for an INSURANCE BROKER in the EASTERN CONNECTICUT AREA? Would you like access to the leading insurance markets and the freedom to create unique insurance programs for your clients? This company provides very strong support and service to allow producers to spend virtually 100% of their time generating new business. They are looking for a "RAINMAKER" to interface with middle market business and to develop strong, front-end relationships with clients. Major business segments include manufacturing, healthcare, retail, medical malpractice, and real estate professionals. Applicants must have a strong, intangible sales track record selling to "C" level executives and a strong interest and knowledge of commercial lines insurance or group benefits. 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. Jump-start your career by calling Brad Barick at 715.341.4900, or email him at brad@pointpartners.biz today!

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

Greater New York City Area, NY

Are you looking for a challenging career opportunity working for an INSURANCE BROKER in the GREATER NEW YORK CITY AREA, or the northern suburbs, i.e. White Plains? Would you like access to the leading insurance markets and the freedom to create unique insurance programs for your clients? This company provides very strong support and service to allow producers to spend virtually 100% of their time generating new business. They are looking for a "RAINMAKER" to interface with middle market business and to develop strong, front-end relationships with clients. Major business segments include manufacturing, healthcare, retail, medical malpractice, and real estate professionals. Applicants must have a strong, intangible sales track record selling to "C" level executives and a strong interest and knowledge of commercial lines insurance or group benefits. 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. Jump-start your

career by calling Brad Barick at 715.341.4900, or email him at brad@pointpartners.biz today!

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

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 Producer / Sales Team (\$200K - \$250K)

San Francisco, CA

This is a dynamic specialty broker that is actively looking to expand its expertise and portfolio. This firm is large enough (over 20+ mill revenue) to be a national player but still small enough to offer quality service and agile responsiveness to differentiate itself. You will have a proven track record of successful new business sales and the energy and passion to build a business within a business. This firm writes some very high profile accounts that would compliment any sales effort. If you are in a leadership position, we can entertain your team. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com. www.insurancerecruitersusa.com.

Commercial Surety Practice Leader (\$100K - \$150K)

Indiana

Client is expanding surety business in the Indiana offices. The primary responsibility is the development and growth of the respective surety book of business. The growth and support will include creating a practice inclusive of other client resources for platforming the commercial and contract surety business. Ideal candidate will have over 10 years of progressive experience in developing and servicing surety business; will demonstrate excellence in advanced financial analysis, new business development, cross selling and team

leadership. For more information, please contact Brad Barick at 715.341.4900 or brad@pointpartners.biz.

Corporate Marketing / Communications (\$140K - \$160K)

New York, NY

This is a highly visible role in this growing firm. You will work with all areas of the business including significant interaction with the CEO. This organization has a great story to tell and they are looking for someone great to tell the story. You will need to be creative and have experience in the management of creative people and projects. Responsibilities to include general branding, internal communications, industry events, trade shows, internet, brochures, press releases, etc. This is a critical part of a winning team. Must have insurance experience. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com. www.insurancerecruitersusa.com.

D&O Broker

Philadelphia, PA

Our client, a leading property and casualty insurance broker in the management and professional liability product areas, seeks to add a broker to their management liability team in Philly. Requirements are 3 - 5 years brokerage or underwriting in D&O plus ancillary products. We will also entertain a JD/ Claims Counsel seeking to transition from a claims or law firm environment. The position is warranted by a solid pipeline of deal flow and has no production components. Competitive salary based on your experience level. Looking for Type A candidates who possess a strong work ethic. Please send your resume in confidence to Karen McCorkindale. kmccorkindale@smithhanley.com.

D&O Brokers

National

Several Top 10 Property and Casualty brokers seek to add professionals to their Management and Professional Liability practice groups in key cities around the U.S. Backgrounds can include underwriting and broking, or all broking, with a focus on large commercial accounts. In addition, desirable candidates will have technical product expertise, financial acumen and strong presentation and client interfacing skills. Alternatively, if you are an insurance defense attorney with exposure to D&O/E&O and would like to consider career opportunities outside of a firm, we would like to hear from you. AVP or VP, to \$120K base, significant bonus potential. Please send your resume in confidence to Karen McCorkindale. kmccorkindale@smithhanley.com.

D&O Underwriter(s) (\$60K - \$90K)

Philadelphia, PA

Our client, a US based insurance company seeks Commercial Public Company D&O Underwriters for their Philadelphia location. In this role you will be responsible for new and renewal business production. Ideal candidates will have 2 - 5 years D&O underwriting experience, strong marketing skills and existing relationships within the Philadelphia area retail brokerage community. Our client will also consider either Commercial or Financial Institutions D&O experience. Send resume to Andy Davis. adavis@smithhanley.com.

E&S Underwriter (Up to \$120K)**Southern CA**

Posted by Hollinger Jobs as of 3/10/09 www.hollingerjobs.com. Our client, a well established carrier with a branch office in Southern California, is seeking a Lead Underwriter to handle Excess & Umbrella complex accounts with a minimum of 5 years experience. This is a new position due to growth within this division. The preferred candidate will be responsible for monitoring their agency produced business and be able to make necessary adjustments to meet production goal. The preferred candidate will communicate with the underwriting management and national excess and umbrella product line leaders on individual accounts, current and proposed producers, and make recommendations concerning operations, systems and procedures when appropriate. Additional duties are to underwrite renewal business and handle related servicing, implement corrective measures on renewal accounts as needed. The preferred candidate will provide training or technical assistance to department underwriting staff. and monitor producers for profitability and production. The company offers excellent benefits. They would prefer a California candidate for this office. Must be a team player that enjoys a flexible and spontaneous business environment. Travel up to 25%. Salary range is depending on experience. 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.

E&S Underwriter (\$110K - \$125K)**TX**

Posted by Hollinger Jobs as of 3/10/09 www.hollingerjobs.com. Our client, an A+ rated company with locations in Texas, seeks an underwriter with binding authority to handle the E&S lines of business. Must have established positive relationships with the agency plant in the area. Must have worked in an advanced technical capacity for at least 5 years. A strong marketing personality is needed with sales abilities. Must have a superior working knowledge of commercial general liability underwriting principles and practices.

Additionally, the candidate must have a Bachelors Degree and at least 2 CPCU tests. Must have the ability to work overtime. Some travel is required. Must have a strong work ethic, be self directed and have the ability to multi-task. Salary is \$100K - \$125K. Please submit your resume in confidence to jobs@hollingerjobs.com or frankaye@hollingerjobs.com or call our main office at 732.247.5656 or call Fran direct at 704.439.4432. Re: Advisen Jobs.

**Energy - Account Management (\$80K - \$140K)
Houston, TX**

The Energy & Marine Division of this national client is adding another high level client service executive to assist in the management of a \$6M revenue book of Energy & Marine business. Will be a lead service professional on a team to manage large energy & marine accounts. This position will require frequent client-facing activity, marketing, rounding accounts, management of new and renewal business. Qualified candidates must have very strong current knowledge and experience in working with large energy and marine sector business as well as the accompanying insurance lines of coverage. Industry designations such as CPCU, CIC, ARM are very desirable. Must currently live in the Greater Houston area. For more information, contact Brad Barick at 715.341.4900 or brad@pointpartners.biz.

**Excess Casualty / Senior Production Underwriter (\$120K - \$150K Plus Bonus)
San Francisco, CA**

Our client, a leading insurance company seeks a Senior Production Underwriter for their Casualty team working in the large risk and middle market segments. Selected candidate must have 10 years demonstrated Excess Casualty and Umbrella experience. In this position you will coordinate marketing activities with brokers, provide support in meeting the overall unit and objectives, and evaluate the underwriting effort and accomplishments of the group. Bachelor's degree or graduate degree required, preferably with a major in Finance/Economics or Risk Management. Send resume to Cheryl Tara. ctara@smithhanley.com.

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

Are you looking for a challenging career opportunity working for an INSURANCE BROKER in the EASTERN CONNECTICUT AREA? Would you like access to the leading insurance markets and the freedom to create unique insurance programs for your clients? This company provides very strong support and service to allow producers to spend virtually 100% of their time generating new business. They are

looking for a "RAINMAKER" to interface with middle market business and to develop strong, front-end relationships with clients. Major business segments include manufacturing, healthcare, retail, medical malpractice, and real estate professionals. Applicants must have a strong, intangible sales track record selling to "C" level executives and a strong interest and knowledge of commercial lines insurance or group benefits. 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. Jump-start your career by calling Brad Barick at 715.341.4900, or email him at brad@pointpartners.biz today!

**Group Benefits - Sales (\$75K - \$250K)
Greater New York City Area, NY**

Are you looking for a challenging career opportunity working for an INSURANCE BROKER in the GREATER NEW YORK CITY AREA, or the northern suburbs, i.e. White Plains? Would you like access to the leading insurance markets and the freedom to create unique insurance programs for your clients? This company provides very strong support and service to allow producers to spend virtually 100% of their time generating new business. They are looking for a "RAINMAKER" to interface with middle market business and to develop strong, front-end relationships with clients. Major business segments include manufacturing, healthcare, retail, medical malpractice, and real estate professionals. Applicants must have a strong, intangible sales track record selling to "C" level executives and a strong interest and knowledge of commercial lines insurance or group benefits. 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. Jump-start your career by calling Brad Barick at 715.341.4900, or email him at brad@pointpartners.biz today!

**Home Office Property Underwriter (\$100K Base)
Jersey City, NJ**

Small, highly successful and agile organization seeks Staff Underwriter to deal with referrals from the field, state insurance and compliance issues and pricing rates, rules and forms. This is a niche organization that specializes in the commercial property arena. \$100K base plus bonus. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com.
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. www.insurancerecruitersusa.com.

**Manager, Underwriting Audit (\$110K - \$120K)
Philadelphia, PA**

Our client, a specialty property and casualty insurance company seeks an Underwriting Manager who will provide management and oversight at an enterprise level for underwriting audits to insure that the underwriting audit process is operational and functional. In this position you will evaluate audits to ensure that practices, processes, guidelines are in compliance with corporate procedures and that the results are properly reported, action plans initiated and complied with in a timely fashion. You will monitor, maintain and communicate status of the audit schedule and develop and recommend any revisions to the existing underwriting audit process, plan, practices or procedures. Ideal candidate will have a minimum of 7 to 10 years of progressive commercial underwriting experience, underwriting audit experience is preferred. Bachelor's degree or equivalent, ARe, AU or CPCU designations a plus. Send resume to Cheryl Tara. ctara@smithhanley.com.

**Marine - Account Management (\$80K - \$140K)
Houston, TX**

The Energy & Marine Division of this national client is adding another high level client service executive to assist in the management of a \$6M revenue book of Energy & Marine business. Will be a lead service professional on a team to manage large energy & marine accounts. This position will require frequent client-facing activity, marketing, rounding accounts, management of new and renewal business. Qualified candidates must have very strong current knowledge and experience in working with large energy and marine sector business as well as the accompanying insurance lines of coverage. Industry designations such as CPCU, CIC, ARM are very desirable. Must currently live in the Greater Houston area. For more information, contact Brad Barick at 715.341.4900 or brad@pointpartners.biz.

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

One 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 commissions, bonus, all expenses and provides excellent benefits. Contact Brad Barick now at 715.341.4900 or brad@pointpartners.biz for more information.

**Marketing / Production (Up to \$125K)
Midwest**

Posted by Hollinger Jobs as of 3/10/09 www.hollingerjobs.com. Well established carrier with a strong presence in the Mid West is seeking a Territorial Manager with strong agency relationships in the area. The preferred candidate must have a minimum of 5 years Property & Casualty marketing and production experience, as well as, a strong background in Commercial Underwriting in his background but the strength of the position is marketing. Responsibilities include managing an existing \$4 million book and growing this book in the region. This position is accountable for the delivery of company strategy, quality of underwriting and risk selection, and the establishment and maintenance of producer relationships in the territory, as well as directing all aspects of producer activity including agents, brokers and wholesalers. The preferred candidate will enhance the effective working relationships between producers and the underwriters, be well established in the producer community and bring particular strength of relationships among National Brokers and Wholesalers. Candidate will establish visibility via personal visits, telephone, email and mail contact. B.A. in business, marketing or a related field is strongly desired. CPCI a plus. Compensation is up to \$125K DOE. Please submit your resume in confidence to jobs@hollingerjobs.com or frankaye@hollingerjobs.com or contact Fran directly at 704.439.4432.

**Marketing & Sales AE - Risk Management Services (\$110K - \$160K)
NJ / NY Area**

Posted by Hollinger Jobs as of 3/10/09 www.hollingerjobs.com. Our client, a well established Insurance firm, seeks a Sales/ AE to market

and sell a new product line for Risk Managers and Brokers. Overall responsibilities for this position include sales to the top P&C Insurance Brokers and Risk Managers, assisting with Product Development and teaming with the Marketing unit and other specialized sales teams to generate opportunity. The preferred candidate should have expert knowledge of both Brokers & Risk Managers and be comfortable in a professional collegial culture with a strong work ethic and focus. Ideal work history includes successful sales experience & strong technical insurance knowledge including exposure to large Fortune 2000 accounts. Excellent communication skills and strong interpersonal skills are expected. A BA, BS, MBA, and/or other insurance designations (CPCU, ARM or RM) are preferred. Compensation is \$110K - \$160K DOE plus bonuses. Please respond in confidence with your resume to John R. Huttner by e-mail at jrhuttner@hollingerjobs.com or jobs@hollingerjobs.com or you may call him directly at 1.732.247.5656. Re: Advisen Jobs.

Medical Stop Loss (\$175K - \$250K)

Atlanta / New York / Philadelphia

Highly successful insurance group with A+ Best Rating and substantial capital seeks executive to manage their Stop Loss business. This firm has had its toes in the Stop Loss arena for a time and now they want to jump in with both feet. We need someone with a reputation in this area, someone that knows the distribution, some of the strong underwriters and possesses the energy to build this thing and put it on the map. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com.
www.insurancerecruitersusa.com.

P&C Casualty Producer (\$150K - \$200K)

New York, NY

This is a publicly traded broker, but small enough to be agile and personal. This is an opportunity for a proven sales professional in the commercial property & casualty business. You need to have retail sales experience and success. This firm has a high specialization and niche in professional lines products (D/O, E/O) and wants to better round out their business. They currently write P/C but feel that they are not taking advantage of the opportunities that present themselves through their relationships. This is not a service position; you will be looked to expand the firm through penetration and new business development. Great team of people, excellent compensation package with strong salary and participation. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com.
www.insurancerecruitersusa.com.

P&C Regional Executive - West Coast (\$250K - \$300K + Equity)

Los Angeles, CA / Dallas, TX

This is an A rated carrier that is growing and has a consistently strong track record of profitability. This will be the Field Executive to spearhead their continued growth in the West/Southwest market. You must have a proven track record in leadership and distribution management. This firm works with wholesale and retail. The portfolio is very diverse to include both personal and commercial lines. Middle market commercial to include package business and some specialty lines. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com. www.insurancerecruitersusa.com.

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 \$5M - \$20 million. To discuss further, please contact Karen McCorkindale in confidence. kmccorkindale@smithhanley.com.

Personal Lines Property Adjuster (\$100K) Ft. Lauderdale, FL

This is a prestigious insurance carrier that specializes in personal lines to include homeowners, auto, umbrella and some marine. This customer is looking for a critical member of their Florida claims team. You must have experience in working with high value homes, 1 million plus in value. This position will be the lead claims representative in the state reporting to corporate home office. You must have 5 - 10 years solid high volume claims experience and be able to work autonomously. This position is highly visible in the firm and will be exposed to the company's customers. You must have excellent customer service skills and attitude. You will work with independent adjusters when the need arises. This is a great opportunity to be a part of an elite team with plenty of progression available. You should have a degree and FL license. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com. www.insurancerecruitersusa.com

Practice Leader (\$250K - \$500K DOE) California

Posted by Hollinger Jobs as of 3/10/09 www.hollingerjobs.com. Our client, a well established and thriving broker, is seeking a Sr. Executive for their growing West Coast business. This is a Practice Leader level position responsible for managing a dedicated team, the

book of business and driving new business revenue within the California marketplace. The ideal candidate should be leading a successful Sales and Service team in CA and have corresponding relationships in place. This individual must be well grounded in the various California niche industries & markets, have a demonstrated history in both managing a team and leading a successful Sales effort. Degree & designations - BA, MBA, CPCU expected. This is an excellent working environment with a collegial team. Compensation up to \$500K, DOE. Please respond in confidence with your resume to John R. Huttner by e-mail at jrhuttner@hollingerjobs.com or jobs@hollingerjobs.com or you may call him at 1.732.247.5656. Re: Advisen Jobs.

**Practice Leader - Surety (\$100K - \$150K)
Indiana**

Client is expanding surety business in the Indiana offices. The primary responsibility is the development and growth of the respective surety book of business. The growth and support will include creating a practice inclusive of other client resources for platforming the commercial and contract surety business. Ideal candidate will have over 10 years of progressive experience in developing and servicing surety business; will demonstrate excellence in advanced financial analysis, new business development, cross selling and team leadership. For more information, please contact Brad Barick at 715.341.4900 or brad@pointpartners.biz.

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

Are you looking for a challenging career opportunity working for an INSURANCE BROKER in the EASTERN CONNECTICUT AREA? Would you like access to the leading insurance markets and the freedom to create unique insurance programs for your clients? This company provides very strong support and service to allow producers to spend virtually 100% of their time generating new business. They are looking for a "RAINMAKER" to interface with middle market business and to develop strong, front-end relationships with clients. Major business segments include manufacturing, healthcare, retail, medical malpractice, and real estate professionals. Applicants must have a strong, intangible sales track record selling to "C" level executives and a strong interest and knowledge of commercial lines insurance or group benefits. 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. Jump-start your

career by calling Brad Barick at 715.341.4900, or email him at brad@pointpartners.biz today!

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

Greater New York City Area, NY

Are you looking for a challenging career opportunity working for an INSURANCE BROKER in the GREATER NEW YORK CITY AREA, or the northern suburbs, i.e. White Plains? Would you like access to the leading insurance markets and the freedom to create unique insurance programs for your clients? This company provides very strong support and service to allow producers to spend virtually 100% of their time generating new business. They are looking for a "RAINMAKER" to interface with middle market business and to develop strong, front-end relationships with clients. Major business segments include manufacturing, healthcare, retail, medical malpractice, and real estate professionals. Applicants must have a strong, intangible sales track record selling to "C" level executives and a strong interest and knowledge of commercial lines insurance or group benefits. 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. Jump-start your career by calling Brad Barick at 715.341.4900, or email him at brad@pointpartners.biz today!

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

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 Lines (\$80K - \$200K)
Cleveland, OH area**

Client is a “super” regional broker expanding sales opportunities for proven, results-oriented Business Development Executives. This is the opportunity to break into a dynamic, progressive environment and leave the old bureaucratic, stale environments too concerned about cost controls and mergers. Candidate will develop business opportunities with Fortune 300 - 2000 clients for all commercial lines insurance business. Will coordinate business with client executives who will manage new and renewal business. Client prefers (But does not require) business development leaders who can bring/purchase their book of business. Contact Brad Barick for more information on this opportunity - 715.341.4900 or brad@pointpartners.biz.

**Producer - Commercial Lines (\$80K - \$200K)
Fort Wayne, IN**

Client is a “super” regional broker expanding sales opportunities for proven, results-oriented Business Development Executives. This is the opportunity to break into a dynamic, progressive environment and leave the old bureaucratic, stale environments too concerned about cost controls and mergers. Candidate will develop business opportunities with Fortune 300 - 2000 clients for all commercial lines insurance business. Will coordinate business with client executives who will manage new and renewal business. Client prefers (but does not require) business development leaders who can bring/purchase their book of business. Contact Brad Barick for more information on this opportunity - 715.341.4900 or brad@pointpartners.biz.

**Producer - Commercial Lines (\$80K - \$200K)
Greater Detroit, MI**

Client is a “super” regional broker expanding sales opportunities for proven, results-oriented Business Development Executives. This is the opportunity to break into a dynamic, progressive environment and leave the old bureaucratic, stale environments too concerned about cost controls and mergers. Candidate will develop business opportunities with Fortune 300 - 2000 clients for all commercial lines insurance business. Will coordinate business with client executives who will manage new and renewal business. Client prefers (but does not require) business development leaders who can bring/purchase their book of business. Contact Brad Barick for more information on this opportunity - 715.341.4900 or brad@pointpartners.biz.

**Producer - Commercial Lines (\$80K - \$200K)
Indianapolis, IN**

Client is a “super” regional broker expanding sales opportunities for proven, results-oriented Business Development Executives. This is the opportunity to break into a dynamic, progressive environment and leave the old bureaucratic, stale environments too concerned about cost controls and mergers. Candidate will develop business opportunities with Fortune 300 - 2000 clients for all commercial lines insurance business. Will coordinate business with client executives who will manage new and renewal business. Client prefers (but does not require) business development leaders who can bring/purchase their book of business. Contact Brad Barick for more information on this opportunity - 715.341.4900 or brad@pointpartners.biz.

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

One 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 commissions, bonus, all expenses and provides excellent benefits. Contact Brad Barick now at 715.341.4900 or brad@pointpartners.biz for more information.

**Producer - Property (\$60K - \$120K)
Chicago, IL**

National client has an exclusive property program and lead system. This is an opportunity for a sales professional with strong commercial property coverage experience to focus on their specialty segment. Will cold call and meet with potential high-end commercial property owners to solicit their property insurance coverage. Can cross-sell other commercial lines. This is an exclusive program for real estate business including strip mall centers and large apartment complexes. Average property revenue per account is some \$15K - \$20K; size range \$10K - \$40K revenue. Track record will include ability to schedule and conduct a minimum of 2 - 3 meetings each week with prospects and to close 2 accounts each month. Commission 40%N / 25%R after validation, paid expenses and strong benefits program. Contact Brad Barick at 715.341.4900 or brad@pointpartners.biz for more information.

Producer / Sales Partner (Up to \$100K)

Midwest

Posted by Hollinger Jobs as of 3/10/09 www.hollingerjobs.com. Regional long standing retail insurance agency in the Midwest is seeking a results driven Producer who under a specific timeline will transition into partnership and management with the firms current ownership. The retail broker with over 75 years of service, is seeking an individual with a minimum of 4 years of either sales, marketing or production underwriting to manage an existing commercial and personal lines book and develop new commercial and personal lines business. Proven sales aptitude with a high level of self motivation and drive as well as a team player with high level of integrity required. CPCU and/or Bachelors Degree in insurance, loss control or business management a plus. Property and casualty license required Compensation range will depend on level of experience and what successful individual can bring to the agency. Partnership opportunity is on track after 18 - 24 months of production. Individuals with ability to move a book of business, compensation and partnership opportunity will be structured accordingly. Personal Lines Producers with interest and/or ability to cross sell will be of interest. Full Benefits package including paid vacation/paid holidays. Expectations range from \$50K - \$100K (Range for first year). 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.

Product Manager (\$150K - \$175K Plus Bonus)

New York, NY

Our client, a specialty international insurance company seeks a Product Manager who will be a team leader and a key contributor to shaping and driving underwriting strategy and ensuring profitability of the products. This position will be a close liaison with the Compliance Department to deliver rates and wording for the target products and managing other regulatory requirements. Ideal candidate will have a minimum of 8+ years small accounts E&O experience. Send resume to Andy Davis. adavis@smithhanley.com.

Product Manager - Casualty (Up to \$110K+Bonus)

Southeast

Established risk management and claims services company is seeking an addition to staff for their Southeast Operations, a Product Casualty Manager-Claims Operations. The successful candidate will be responsible for directing and managing all aspects of casualty claims product development to include research & development, market analysis, process improvement, branding, assisting with internal and external communication, client liaison, and assist with setting direction for strategic planning and budgeting. Supports corporate

initiatives and coordinates efforts with global strategy, Projects & Development Team and global product development. Bachelors degree from a four-year college or university preferably with an emphasis in marketing or risk management. 2+ years project/product management experience in an insurance company or third party administrator. Comprehensive knowledge of insurance industry, products and features, competition and competitive market conditions. MBA preferred with 1+ years of experience in various disciplines within the property & casualty industry. \$95K - \$110K base+ bonus plan and strong benefits. Please submit resumes to Jim Lieberman, jalieberman@hollingerjobs.com or contact at 732.247.5656. Re: Advisen Jobs.

**Product Manager - General Liability (Up to \$120K)
Greater Philadelphia Area**

Our client, a specialty property and casualty insurance company seeks a Product Manager to facilitate and oversee product production, maintain underwriting guidelines and assist in the development of new and updated rates, rules and forms. In this position you will provide technical expertise, coaching and mentoring for General Liability lines of business. Ideal candidate will have a minimum of ten years of General Liability experience in Product Management/Development/Underwriting. Bachelors Degree preferred, Professional Liability designation or CPCU a plus. Send resume to Cheryl Tara. ctara@smithhanley.com.

**Product Manager - Professional Liability (Up to \$120K)
Greater Philadelphia Area**

Our client, a specialty property and casualty insurance company seeks a Product Manager to facilitate and oversee product production, maintain underwriting guidelines and assist in the development of new and updated rates, rules and forms. In this position you will provide technical expertise, coaching and mentoring for Professional Liability lines of business. You will also analyze coverage and pricing in conjunction with Underwriting Business Units and implement changes as warranted. Ideal candidate will have a minimum of ten years of Professional Liability experience in Product Management/Development/Underwriting and technical knowledge of D&O, Public Entity, Law Enforcement, Miscellaneous E&O and A&E. Bachelors Degree preferred, Professional Liability designation or CPCU a plus. Send resume to Cheryl Tara. ctara@smithhanley.com.

**Production & Underwriting Regional Manager (AVP) (\$150K - \$180K)
CA**

Posted by Hollinger Jobs as of 3/10/09 www.hollingerjobs.com. Our client is an A rated company with locations throughout the U.S. We seek an AVP-level candidate for their CA Healthcare Division. This is a new position whose responsibilities encompass underwriting and marketing, managing a team and creating significant growth within the existing book of business. The preferred candidate will have significant experience in Professional Liability, including Hospitals, Clinics, Surgical Centers, etc., along with a solid grounding in Property & Casualty underwriting and marketing. This position manages the existing book and a team of underwriters and collaborates with business development and marketing for all the HC product lines. Responsibilities include broker development and sales and marketing presentations at the various conferences and broker events. The position requires a high level of technical knowledge, management skills and an overall knowledge of healthcare and the marketplace. Compensation ranges from \$150K - \$180K with bonus and stock options. College degree, MBA, or CPCU is expected. 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.

Production Team Sales Leader - Group Insurance and Benefits (\$175K - \$300K)

All Locations

Posted by Hollinger Jobs as of 3/10/09 www.hollingerjobs.com. Our client, a top-ranked & well established National Insurance Firm is looking for strong individual producers or production teams with solid experience in P&C or Group Benefits. The territories are West Coast, SW, SE, NE, and Midwest. We are recruiting Sales Professionals for all P&C disciplines or specialties. In addition, we are recruiting for all Group Benefits disciplines. This is an exciting, growth-oriented opportunity for producers who are looking to join a growing, profitable firm. The position requires a proven track record of sales and production, as well as, excellent communication and relationship building skills. Producers must have a good knowledge of the markets, industry, or disciplines and have a strong relationship with their clients. This firm supports a full range of Mid to Large size Commercial account services, including Risk Management, Employee Benefits and established programs for several niches [Professional Liability, Real Estate, Healthcare, Construction, Technology, etc.]. The company has a competitive commission structure, will buy books of business, and will acquire teams of people. A BS/BA/MBA and appropriate insurance designations are expected. Base compensation can range from \$175K to \$300K or more plus incentives. Please submit your resume in confidence to John R. Huttner @

www.hollingerjobs.com or email to: jrhuttner@hollingerjobs.com or call 732.247.5656. Re: Advisen Jobs.

Production Team Sales Leader - P&C (\$175K - \$300K)

All Locations

Posted by Hollinger Jobs as of 3/10/09 www.hollingerjobs.com. Our client, a top-ranked & well established National Insurance Firm is looking for strong individual producers or production teams with solid experience in P&C or Group Benefits. The territories are West Coast, SW, SE, NE, and Midwest. We are recruiting Sales Professionals for all P&C disciplines or specialties. In addition, we are recruiting for all Group Benefits disciplines. This is an exciting, growth-oriented opportunity for producers who are looking to join a growing, profitable firm. The position requires a proven track record of sales and production, as well as, excellent communication and relationship building skills. Producers must have a good knowledge of the markets, industry, or disciplines and have a strong relationship with their clients. This firm supports a full range of Mid to Large size Commercial account services, including Risk Management, Employee Benefits and established programs for several niches [Professional Liability, Real Estate, Healthcare, Construction, Technology, etc.]. The company has a competitive commission structure, will buy books of business, and will acquire teams of people. A BS/BA/MBA and appropriate insurance designations are expected. Base compensation can range from \$175K to \$300K or more plus incentives. Please submit your resume in confidence to John R. Huttner @ www.hollingerjobs.com or email to: jrhuttner@hollingerjobs.com or call 732.247.5656. Re: Advisen Jobs.

Production Underwriter (Up to \$120K)

NJ / NYC

Posted by Hollinger Jobs as of 3/10/09 www.hollingerjobs.com. A+ property and casualty insurance carrier is seeking a Large Lines Commercial Underwriter with an emphasis on primary casualty accounts. New position responsible for developing accounts in the \$500K to million dollar premium range, general liability, workers compensation, commercial auto, inland marine and umbrella. Major emphasis on underwriting with 30% marketing. Reverse flow experience required. This position is designed to be mostly inside underwriting with the marketing handled both inside and out in the field as needed. \$90K - \$110K+bonus plan and strong benefits package. 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.

Property Casualty Program Manager

New York, NY

Solid P&C group seeks a Program Manager to oversee MGA's and Program Administrators. This person will be responsible for managing those relationships, making decisions of who will get the pen and with how much authority. Provide high visibility at industry meetings such as AAMGA and Target Markets and work with the underwriting teams to evaluate and price new program opportunities. \$125K - \$200K DOE plus equity and bonus. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com.
www.insurancerecruitersusa.com.

Property Producer (\$60K - \$120K)

Chicago, IL

National client has an exclusive property program and lead system. This is an opportunity for a sales professional with strong commercial property coverage experience to focus on their specialty segment. Will cold call and meet with potential high-end commercial property owners to solicit their property insurance coverage. Can cross-sell other commercial lines. This is an exclusive program for real estate business including strip mall centers and large apartment complexes. Average property revenue per account is some \$15K - \$20K; size range \$10K - \$40K revenue. Track record will include ability to schedule and conduct a minimum of 2 - 3 meetings each week with prospects and to close 2 accounts each month. Commission 40%N / 25%R after validation, paid expenses and strong benefits program. Contact Brad Barick at 715.341.4900 or brad@pointpartners.biz for more information.

Regional Territory Underwriting Manager (\$150K - \$200K)

NY area based

Posted by Hollinger Jobs as of 3/10/09 www.hollingerjobs.com. Our client, an A rated carrier, with a well established Underwriting platform in Excess WC, is seeking a Regional/Territory Underwriting Manager to play a critical role in the company's development of the National Accounts Excess Worker's Comp arena. This role will serve as the prototype upon which other remote underwriting offices are designed. The individual will be accountable for underwriting results, agency management, development of territory strategies and execution, as well as involvement in the further development and refinement of the company's regional underwriting approach. The role will focus on the underwriting of risk, as well as, developing and enhancing agent/broker relationships by providing best in class underwriting services which will, in turn, result in significant new business production and strong renewal retention, accompanied by considerable underwriting profit. This position will have the opportunity to lead in the attraction of talent and be involved in

performance management, including the coaching and mentoring necessary for employee development. Preferred candidate will have at least 10 - 15 years of experience in underwriting large workers' compensation accounts, experience underwriting large excess workers' compensation and group/association accounts, as well as, Local market knowledge of brokers and accounts. Additionally, the Position requires approximately 40% of your time outside the office soliciting new business, building relationships, and maintaining renewal business. Excellent communication skills and strong interpersonal skills are expected. Bachelor's Degree required or sufficient on-the-job experience in underwriting. Prefer degree in business administration with major in insurance, accounting, finance or marketing. CPCU or ARM are a plus. The full range of compensation is \$150K - \$200K DOE plus bonuses etc. Please submit your resume in confidence to John R. Huttner @ www.hollingerjobs.com or email to: jrhuttner@hollingerjobs.com or call 732.247.5656. Re: Advisen Jobs.

**Sales - Property Insurance (\$60K - \$120K)
Chicago, IL**

National client has an exclusive property program and lead system. This is an opportunity for a sales professional with strong commercial property coverage experience to focus on their specialty segment. Will cold call and meet with potential high-end commercial property owners to solicit their property insurance coverage. Can cross-sell other commercial lines. This is an exclusive program for real estate business including strip mall centers and large apartment complexes. Average property revenue per account is some \$15K - \$20K; size range \$10K - \$40K revenue. Track record will include ability to schedule and conduct a minimum of 2 - 3 meetings each week with prospects and to close 2 accounts each month. Commission 40%N / 25%R after validation, paid expenses and strong benefits program. Contact Brad Barick at 715.341.4900 or brad@pointpartners.biz for more information.

**Sales & Marketing AE - Risk Management Services (\$110K - \$160K)
NJ / NY Area**

Posted by Hollinger Jobs as of 3/10/09 www.hollingerjobs.com. Our client, a well established Insurance firm, seeks a Sales/ AE to market and sell a new product line for Risk Managers and Brokers. Overall responsibilities for this position include sales to the top P&C Insurance Brokers and Risk Managers, assisting with Product Development and teaming with the Marketing unit and other specialized sales teams to generate opportunity. The preferred candidate should have expert knowledge of both Brokers & Risk

Managers and be comfortable in a professional collegial culture with a strong work ethic and focus. Ideal work history includes successful sales experience & strong technical insurance knowledge including exposure to large Fortune 2000 accounts. Excellent communication skills and strong interpersonal skills are expected. A BA, BS, MBA, and/or other insurance designations (CPCU, ARM or RM) are preferred. Compensation is \$110K - \$160K DOE plus bonuses. Please respond in confidence with your resume to John R. Huttner by e-mail at jrhuttner@hollingerjobs.com or jobs@hollingerjobs.com or you may call him directly at 1.732.247.5656. Re: Advisen Jobs.

**Sales Executive \$250K - \$500K DOE
California**

Posted by Hollinger Jobs as of 3/10/09 www.hollingerjobs.com. Our client, a well established and thriving broker, is seeking a Sr. Executive for their growing West Coast business. This is a Practice Leader level position responsible for managing a dedicated team, the book of business and driving new business revenue within the California marketplace. The ideal candidate should be leading a successful Sales and Service team in CA and have corresponding relationships in place. This individual must be well grounded in the various California niche industries & markets, have a demonstrated history in both managing a team and leading a successful Sales effort. Degree & designations - BA, MBA, CPCU expected. This is an excellent working environment with a collegial team. Compensation up to \$500K, DOE. Please respond in confidence with your resume to John R. Huttner by e-mail at jrhuttner@hollingerjobs.com or jobs@hollingerjobs.com or you may call him at 1.732.247.5656. Re: Advisen Jobs.

**Sales Producer to \$125K Base+
NY / NJ Area**

Posted by Hollinger Jobs as of 3/10/09 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.

**Sales Territory Manager - Sales & Marketing (\$115K - \$150K)
All Locations**

Posted by Hollinger Jobs as of 3/10/09 www.hollingerjobs.com. Our client, a well established RM consulting firm, seeks Two (2) Sales and Marketing Territory managers to handle Business Development for an assigned territory. The territories are West Coast, SW, SE, NE, and Midwest. The client firm specializes in risk management and consulting services to the construction and wrap-up community and provides these services through the existing broker or agency plant as well as direct to insureds. Overall responsibilities for this position include client development, sales, and relationship management of the existing book of business with the ultimate goal of significantly building up the business in each region. Specific duties include the successful development and implementation of local and regional sales and marketing plans by collaborating with and mentoring the existing broker support teams. The candidate must penetrate new markets to expand the client base, achieve target sales goals and manage office operations in line with company standards. The preferred candidate should have a strong foundation of technical insurance knowledge in construction and related coverages along with 5 years of solid sales and business development experience. Ideal work history should include experience in wholesale brokerage, retail brokerage, risk management consulting, or carrier business development. Excellent communication skills and strong interpersonal skills are expected. A BA, BS, MBA, and/or other insurance designations (CRIS, ARM, RM, CRP, CRM) are preferred. The company offers a base salary of \$115K - \$135K DOE; plus a generous bonus and benefits package. Please respond in confidence with your resume to John R. Huttner by e-mail at jrhuttner@hollingerjobs.com or jobs@hollingerjobs.com or you may call him at 1.732.247.5656. Re: Advisen Jobs.

**Senior Casualty Underwriter (\$85K - \$100K)
Philadelphia, PA**

Our client, a leading provider of specialty property and casualty coverage seeks a Senior Casualty Underwriter who will be responsible for achieving planned results for a specific geographic territory to attain business objectives and goals. The ideal candidate will have

strong Excess and Surplus Lines expertise in Casualty product lines that will drive the continued development, profitability and growth of this organization. The incumbent will be responsible for managing pricing objectives, profit improvement opportunities and combined loss ratio results. In addition, this individual will direct the underwriting risk section and underwriting process. The individual will manage all aspects of the brokerage relationship including production and profitability. The position requires 10 plus years experience in Excess and Surplus Lines underwriting with extensive experience in the underwriting and marketing of Casualty product lines through a wholesale broker distribution system. A demonstrated ability to underwrite, price and negotiate large account business in accordance with established guidelines, procedures and strategies is required. Send resume to Cheryl Tara. ctara@smithhanley.com.

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

Midwest

Posted by Hollinger Jobs as of 3/10/09 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 Insurance Analyst (\$60K Base Plus Bonus)

White Plains, NY

Our client, a leading property and casualty insurance carrier, seeks to add an analyst to their White Plains, NY team. If you are highly organized and an effective communicator, with several years insurance or reinsurance experience, we would like to hear from you. The analyst will apply receivables and research any variances, prepare disbursements, reconcile accounts, assist in documentation and compliance, and perform ad hoc analysis. Daily interaction with internal and external clients. Must be Microsoft Office competent and insurance accounting systems friendly. Send your resume in confidence to Karen McCorkindale. kmccorkindale@smithhanley.com.

**Senior Operations Manager (\$150K - \$200K Plus Bonus)
New York, NY or Westchester**

Our client, a specialty international insurance company seeks a Senior Operations Manager to work with the management team and contribute to the development and implementation of organizational strategies, policies and practices. This position reports to the U.S. Chief Operations Officer and will have responsibility for developing a team/department as the company is expected to grow substantially within the next 12 - 18 months. In this position you will be responsible for new product development, special projects, project leadership, underwriting support and process and workflow improvement. You will oversee all operational planning, systems and controls. Position requires a minimum of ten years experience in Insurance/Financial Services operations with a strong background in developing operational effectiveness and supporting new product launches. Ideal candidate will have demonstrated leadership in managing staff and major projects/initiatives and the ability to develop and implement an effective communication strategy. Send resume to Andy Davis. adavis@smithhanley.com.

**Senior Professional Liability Underwriter (\$85K - \$100K)
Philadelphia, PA**

Our client, a leading provider of specialty property and casualty coverage seeks a Senior Professional Liability Underwriter who will be responsible for achieving planned results for a specific geographic territory to attain business objectives and goals. Ideal candidate will have strong Excess and Surplus Lines expertise in Professional Liability product lines that will drive the continued development, profitability and growth of this organization. The incumbent will be responsible for managing pricing objectives, profit improvement opportunities and combined loss ratio results. In addition, this individual will direct the underwriting risk section and underwriting process. This position requires 10 plus years experience in Excess and Surplus Lines underwriting with extensive experience in the underwriting and marketing of Professional Liability product lines through a wholesale broker distribution system. A demonstrated ability to underwrite, price and negotiate large account business in accordance with established guidelines, procedures and strategies is required. Send resume to Cheryl Tara. ctara@smithhanley.com.

**Senior Treaty Casualty Underwriter (\$130K - \$175K)
Westchester County, New York**

Our client, a leading property and casualty insurance company seeks a Senior Treaty Casualty Underwriter to support the Head of Casualty Treaty Underwriting in monitoring the risk landscape to

ensure the company's underwriting strategy is aligned with the risk environment. In this position you will gather data, analyze risks, determine steering values and cat capacity intensities, structures deals, and if necessary - propose changes to the reinsurance contract wording. You will use appropriate underwriting tools and pricing methodologies and collaborate with other disciplines including Actuarial, Accounting, Claims and Legal. Selected candidate will have broad knowledge of primary company operations, financial statements, policy forms, underwriting and pricing, with expertise in all common Casualty excess pricing methods and expertise insurance and reinsurance accounting. Position includes exposure to direct and broker distribution channels in the form of direct treaty underwriting and expert support and referral work. A Bachelors degree or equivalent work experience with five to ten years of Insurance/Reinsurance and at least five years of Treaty underwriting experience is required. Knowledge and expertise in a specific Casualty product line or class is desirable - Umbrella, Construction, Workers Compensation, etc. Westchester, New York is our client's preferred location but they will consider candidates from Chicago, IL, Overland Park, KS or Calabasas, CA. Send resume to Cheryl Tara. ctara@smithhanley.com.

**Sr. Underwriter - Environmental Division (\$100K - \$125K)
Southern CA**

Posted by Hollinger Jobs as of 3/10/09 www.hollingerjobs.com. Our client an A+ rated company with a location in Southern California seeks an Environmental Sr. Underwriter. This position will be responsible for communicating with underwriting management and national environmental product line leaders on individual accounts, current and proposed producers and making recommendations concerning operations, systems and procedures when appropriate, as well as, reviewing submissions, and identifying exposures and risks from information provided. Duties also include reviewing terms, conditions and pricing of new business that will produce an underwriting profit; underwriting renewal business and handle related servicing and implementing corrective measures on renewal accounts as needed and monitor producers for profitability and production, and marketing products to producers by coordinating marketing plans with regional and national marketing associates and will also participate in audits/or underwriting meetings as required. The preferred candidate must have 10 years underwriting expertise in surplus lines with at least 5 years environmental experience in the field, as well as, proven, recent expertise in complex environmental underwriting. Must have a four year college degree in environmental or a related science preferred. Salary is \$100K - \$125K Depending on experience. Please submit your resume in confidence to

jobs@hollingersjobs.com or frankaye@hollingerjobs.com or call 732.247.5656 or call Fran directly at 704.439.4432. Re: Advisen Jobs.

Southeast Managing Director - Insurance Co. (\$225K - \$250K + Stock)

Atlanta, GA

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, NS, 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. www.insurancerecruitersusa.com.

Surety Practice Leader (\$100K - \$150K)

Indiana

Client is expanding surety business in the Indiana offices. The primary responsibility is the development and growth of the respective surety book of business. The growth and support will include creating a practice inclusive of other client resources for platforming the commercial and contract surety business. Ideal candidate will have over 10 years of progressive experience in developing and servicing surety business; will demonstrate excellence in advanced financial analysis, new business development, cross selling and team leadership. For more information, please contact Brad Barick at 715.341.4900 or brad@pointpartners.biz.

Team Leader - Sales& Production P&C (\$175K - \$300K)

East Coast, Midwest, Southwest

Posted by Hollinger Jobs as of 3/10/09 www.hollingerjobs.com. Our client, a top-ranked & well established National Insurance Firm is looking for strong individual producers or production teams with solid experience in P&C or Group Benefits. The territories are West Coast, SW, SE, NE, and Midwest. We are recruiting Sales Professionals for all P&C disciplines or specialties. In addition, we are recruiting for all Group Benefits disciplines. This is an exciting, growth-oriented opportunity for producers who are looking to join a growing, profitable firm. The position requires a proven track record of sales and production, as well as, excellent communication and relationship building skills. Producers must have a good knowledge of the markets, industry, or disciplines and have a strong relationship with their

clients. This firm supports a full range of Mid to Large size Commercial account services, including Risk Management, Employee Benefits and established programs for several niches [Professional Liability, Real Estate, Healthcare, Construction, Technology, etc.]. The company has a competitive commission structure, will buy books of business, and will acquire teams of people. A BS/BA/MBA and appropriate insurance designations are expected. Base compensation can range from \$175K to \$300K or more plus incentives. Please submit your resume in confidence to John R. Huttner @ www.hollingerjobs.com or email to: jrhuttner@hollingerjobs.com or call 732.247.5656. Re: Advisen Jobs.

**TPA Sales Executive (\$100K +)
Greater NYC Region**

Posted by Hollinger Jobs as of 3/10/09 www.hollingerjobs.com. Financially strong third party administrator and Risk Management services firm is seeking results driven a Sales Executive as an addition to staff. The territory is Greater New York (NYC, Long Island, New Jersey). The duties are sales of property and casualty claim services and products. Main responsibilities will include conducting sales calls, prepare proposals and makes formal presentations to potential clients, calls on existing clients to generate new revenue and to protect existing revenue. Proven track record in sales, as well as, managing, supervising or delivering the services required by the client. Constant interaction with brokers, claims managers, risk managers, client financial personnel and senior management. Candidates should reside in the Greater New York City region including New York City suburbs, Southern Connecticut or New Jersey. \$100K+bonus and incentive plan. 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.

**TPA Sales Executive (\$100K +)
Mid Atlantic and Northeast**

Posted by Hollinger Jobs as of 3/10/09 www.hollingerjobs.com. Financially strong Third Party Administrator and Risk Management Services firm is seeking 3 results driven Sales Executives as additions to staff developing 1. Mid-Atlantic(PA, Southern NJ, DE, MD), 2. Greater New York City and 3. New England. The duties are sales of property and casualty claim services and products. Main responsibilities will include conducting sales calls, prepare proposals and makes formal presentations to potential clients, calls on existing clients to generate new revenue and to protect existing revenue. Proven track record in sales, as well as, managing, supervising or delivering the services required by the client. Constant interaction

with brokers, claims managers, risk managers, client financial personnel and senior management. Candidates should reside in the Greater New York City region including New York City suburbs, Southern Connecticut or New Jersey. \$100K+bonus and incentive plan. 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.

Treaty Underwriter (\$200K - \$275K)

New York, NY

Aggressive global insurance company seeks Property Casualty Treaty Underwriter to expand their US domestic operations. This is a well capitalized, top rated organization that continues to have success in all its endeavors. This position will write small and regional to mid-size companies. A knowledge of reinsurance distribution sources and contacts among primary carriers would provide an inside track to this position. \$200K - \$275K plus bonus. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com. www.insurancerecruitersusa.com.

Underwriter - E&S (Up to \$120K)

Southern CA

Posted by Hollinger Jobs as of 3/10/09 www.hollingerjobs.com. Our client, a well established carrier with a branch office in Southern California, is seeking a Lead Underwriter to handle Excess & Umbrella complex accounts with a minimum of 5 years experience. This is a new position due to growth within this division. The preferred candidate will be responsible for monitoring their agency produced business and be able to make necessary adjustments to meet production goal. The preferred candidate will communicate with the underwriting management and national excess and umbrella product line leaders on individual accounts, current and proposed producers, and make recommendations concerning operations, systems and procedures when appropriate. Additional duties are to underwrite renewal business and handle related servicing, implement corrective measures on renewal accounts as needed. The preferred candidate will provide training or technical assistance to department underwriting staff. and monitor producers for profitability and production. The company offers excellent benefits. They would prefer a California candidate for this office. Must be a team player that enjoys a flexible and spontaneous business environment. Travel up to 25%. Salary range is depending on experience. 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.

Underwriter - Production (Up to \$120K)

NJ / NYC

Posted by Hollinger Jobs as of 3/10/09 www.hollingerjobs.com. A+ property and casualty insurance carrier is seeking a large lines commercial underwriter with an emphasis on primary casualty accounts. New position responsible for developing accounts in the \$500K to \$1 million dollar premium range, gl, wc, auto, inland marine, umbrella. Major emphasis on underwriting with 30% marketing. Reverse flow experience required. This position is designed to be mostly inside underwriting with the marketing handled both inside and out in the field as needed. Growth opportunities with this company. Position is based in New York City office for the right candidate. \$90K - \$110K+bonus plan and strong benefits package. 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.

Underwriter / Rater

Hartford, CT

Our client, a specialty insurance company seeks an underwriter with rating and compliance experience for a temporary assignment. Ideal candidate will have 2 - 3 years E&O underwriting experience. Competitive rate. Send resume to Sean deGroot.
sdegroot@smithhanley.com.

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

Midwest

Posted by Hollinger Jobs as of 3/10/09 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.

Underwriting - Production / Regional Manager (AVP) (\$150K - \$180K)

CA

Posted by Hollinger Jobs as of 3/10/09 www.hollingerjobs.com. Our client is an A rated company with locations throughout the U.S. We seek an AVP-level candidate for their CA Healthcare Division. This is a new position and the responsibilities encompass underwriting, marketing, managing a team and creating significant growth within the existing book of business. The preferred candidate will have in depth experience in Professional Liability, including Hospitals, Clinics, Surgical Centers, etc.; along with a solid grounding in Property & Casualty underwriting and marketing. This position manages the existing book and a team of underwriters and collaborates with business development and marketing for all the HC product lines. Responsibilities include broker development and sales and marketing presentations at the various conferences and broker events. The position requires a high level of technical knowledge, management skills and an overall knowledge of healthcare and the marketplace. Compensation ranges from \$150K - \$180K with bonus and stock options. College degree, MBA, or CPCU is expected. 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.
www.insurancerecruitersusa.com.

VP / AVP Senior Product Manager - Workers Compensation (\$130K - \$160K)

Westchester, NY, Calabasas, CA, Overland Park, KS, Chicago, IL

Our client, a leading insurance company seeks a Sr. Product Manager to work in close collaboration with the Global Workers Compensation leader to coordinate activities that drive premiums and earnings for the assigned lines of business. This position provides subject matter expertise and leadership, ensuring a high quality of underwriting, steering, value determination and product management. You will manage the Treaty Workers Compensation product line and monitor and report Terrorism and Nat Cat Accumulations as applicable. In this position you will identify underwriting training needs and develop and execute technical training plans. Ideal candidate will have 10 - 15 years demonstrated Workers Compensation experience (insurance

home office preferred), and strong management and negotiation skills. Candidate must have in depth knowledge in Workers Compensation in primary insurance as well as first hand working experience of what drives the product, how it is priced and what influences profitability. Bachelor degree required, Master's degree preferred. Send resume to Cheryl Tara. ctara@smithhanley.com.

**VP Property Facultative Team Leader (\$175K Plus Bonus)
New York, NY**

Our client, a leading property and casualty insurance company seeks a Property Facultative Team Leader to provide leadership to a team of underwriters in their New York Branch. This position will develop, execute, and deliver on Branch Office/Regional business plans. You will develop individual client strategies and ensure profitable growth through client development in your assigned territory. Ideal candidate will have 10 - 15 years property reinsurance experience. A working knowledge of the New York Market is desired (client will provide relocation). Send resume to Cheryl Tara. ctara@smithhanley.com.

**Worker's Comp Regional Territory Underwriting Manager
(\$150K - \$200K)
NY area based**

Posted by Hollinger Jobs as of 3/10/09 www.hollingerjobs.com. Our client, an A rated carrier, with a well established Underwriting platform in Excess WC, is seeking a Regional/Territory Underwriting Manager to play a critical role in the company's development of the National Accounts Excess Worker's Comp arena. This role will serve as the prototype upon which other remote underwriting offices are designed. The individual will be accountable for underwriting results, agency management, development of territory strategies and execution, as well as involvement in the further development and refinement of the company's regional underwriting approach. The role will focus on the underwriting of risk, as well as, developing and enhancing agent/broker relationships by providing best in class underwriting services which will, in turn, result in significant new business production and strong renewal retention, accompanied by considerable underwriting profit. This position will have the opportunity to lead in the attraction of talent and be involved in performance management, including the coaching and mentoring necessary for employee development. Preferred candidate will have at least 10 - 15 years of experience in underwriting large workers' compensation accounts, experience underwriting large excess workers' compensation and group/association accounts, as well as, Local market knowledge of brokers and accounts. Additionally, the Position requires approximately 40% of your time outside the office soliciting new business, building relationships, and maintaining

renewal business. Excellent communication skills and strong interpersonal skills are expected. Bachelor's Degree required or sufficient on-the-job experience in underwriting. Prefer degree in business administration with major in insurance, accounting, finance or marketing. CPCU or ARM are a plus. The full range of compensation is \$150K - \$200K DOE plus bonuses etc. Please submit your resume in confidence to John R. Huttner @ www.hollingerjobs.com or email to: jrhuttner@hollingerjobs.com or call 732.247.5656. Re: Advisen Jobs.