

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

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

Which Insurance Firms are Hiring directly?

Arch Insurance Group Inc.

Which Insurance Recruiters use Advisen to reach you?

Hollinger Jobs

International Insurance Consultants, Inc.

Platinum Search Group, Inc.

Smith Hanley Associates LLC

Advisen's Job Postings are sent to the 100,000 recipients of our daily Front Page News e-mail. 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.

TO POST A JOB, contact jobpostings@advisen.com

Arch Insurance Group Inc.

Senior Underwriter Executive Assurance Department

Pasadena, California

As of May 27, 2009

Description: This position entails the development and growth of Arch's West Coast Commercial D&O, Fiduciary, EPL and Crime books. Candidate must be a highly-motivated, career-oriented individual who is technically proficient in underwriting D&O, EPL, Fidelity and Fiduciary Liability for Commercial Institution companies. The candidate will be a vital part of our Commercial efforts for the Pasadena office with increasing levels of responsibility over time as the candidate develops experience. The position requires technical understanding of the underwriting process as well as strong marketing skills to develop and maintain relationships with brokers. Additional industry specific study and designations (such as RPLU, CPCU) will be encouraged.

Requirements: BA or BS, ideally with a degree/major in Economics, Business, Finance, or Accounting. 2 to 5 years of D&O underwriting experience required. Key Competencies: Excellent written and verbal communications skills. Effectively prioritize work with ability to meet deadlines in fast-paced environment. Ability to work independently as a member of a team working to build a profitable book of business. Strong customer-service focus with the ability to effectively multi-task with limited direction. Handle high submission volume effectively and efficiently. Quote submissions in a timely manner according to designated guidelines. Achieve favorable account retention percentage within given territory. Develop strong relationships with brokers in order to successfully manage our business which may require travel to producer location or insured location. Accurately document all files in compliance with Arch guidelines. Work as a team member with senior underwriters to develop and maintain a profitable book for the FI business. Set up and attend meetings with brokers to educate them on our forms and develop relationships that result in increased submission flow and bind ratios. Correspond in a professional manner via telephone, e-mail, and letter. Perform special projects as assigned. Underwrite and negotiate in all FI segments for D&O, EPL, Fidelity and Fiduciary Liability policies.

Interested applicants can send their resume to archcareers@archinsurance.com.

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

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

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

Posted by Hollinger Jobs as of 5/12/09 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.

**AVP / VP Healthcare (\$175K - \$200K)
San Francisco, CA**

Our client, a leading specialty insurance and reinsurance company is currently looking for an AVP or VP to underwrite, analyze, and manage a regional book of business for all HealthCare product lines. This position will also be responsible for the development of the strategic direction of the business, planning and monitoring the implementation of the department's goals and objectives. Individual will cultivate, grow and monitor all assigned producers and manage an assigned underwriting team. Ideal candidate will have 15+ years of

related professional liability underwriting or related industry experience and management experience working as the lead role in production management with P/L responsibility. Bachelors Degree or equivalent required. Send resume to Cheryl Tara.

ctara@smithhanley.com.

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

Posted by Hollinger Jobs as of 5/12/09 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 (Up to \$125K Base+)

NY / NJ Area

Posted by Hollinger Jobs as of 5/12/09 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 5/12/09 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 Insurance 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.

Claim Specialist - Private Company D&O (\$80K - \$100K)

New York, NY

Our client, an A+ rated specialty insurance company seeks a Claims Specialist who will investigate, evaluate and negotiate complex Professional Liability Program Claims. Individual will manage the work performance of independent adjusters/investigators and defense counsel to achieve resolution of claims. Ideal candidate will have 5+ years experience in managing D&O and/or E&O claims. BA/BS degree and completion of insurance courses such as IIA, AEI and CPCU preferred. Send resume to Andy Davis. adavis@smithhanley.com.

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

Midwest

Posted by Hollinger Jobs as of 5/12/09 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 Executive - Energy & Marine (\$80K - \$140K)
Houston, TX**

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

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

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

Greater New York City Area, NY

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

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

Indiana

Regional broker is expanding its surety business in the Indiana offices. 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. Stand-out candidates will: Have over 10 year of progressive experience developing and servicing surety business. Demonstrate excellence in advanced financial analysis, new business development, cross-selling and team leadership. Have a track record of flexibility and creativity in developing innovation and customized business solutions with underwriters for the client. Have a college degree and, at least, one professional designation (CPCU, ARM, CIC, etc). Compensation (salary, commission and bonus) is commensurate with experience. For more information, contact Brad Barick at 715.341.4900 or brad@pointpartners.biz.

**CUO Casualty - Workers Compensation (\$200K - \$250K)
Fort Lauderdale, FL**

This is a privately held specialty carrier that has been well capitalized to take advantage of market opportunities. Your underwriting experience should include national workers compensation exposure in mid market and larger loss sensitive type accounts. You will be the Senior Underwriting Officer reporting to the President of the company. Responsibilities will include pricing, products, team development and management, reinsurance relationships and P/L of the portfolio. This is an agency delivered company and you will be involved in all aspects of the growing company. 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.

**Director of Business Development / National Sales Manager
(\$150K - \$175K+)**

East Coast (N.E.) / Midwest

Posted by Hollinger Jobs as of 5/12/09 www.hollingerjobs.com. Our client is a well established A+ rated P&C carrier in commercial lines. In order to support and facilitate their continued growth and expansion, they seek a Sales Manager / Director of Business Development to coordinate and expand their U.S. book of business. Qualified candidates will have a proven track record of Sr. level sales and marketing, business development including creating long term relationships with agents and brokers, mentoring, supervising and training regional sales managers, and a history of creating and working with a national platform of commercial lines business. Track record should include proven experience in strategic sales and marketing, and an exemplary work history within a carrier and/or large broker. Candidates should have 10 - 15 experience in creating and managing sales teams and developing U.S. business relationships. Strong sales and marketing, forecasting, strategic planning and on the ground planning, along with strong interpersonal skills are expected. The ideal candidate will be located on the East Coast (N.E.), Midwest or other strong insurance sector. College degree, MBA, CPCU, or other insurance designations preferred. Compensation is approximately \$150K - \$175K + with the possibility of going higher DOE, plus additional bonus/benefits/Relocation. Please submit your resume in confidence to James Lieberman at jalieberman@hollingerjobs.com or contact 732.247.5656. Re: Advisen Jobs.

**Director of Claims, Management Liability (\$125K - \$150K)
New York, NY**

Our client, an A+ rated specialty insurance company seeks a Director of Claims. This position directs the investigation, evaluation, and resolution for all levels of management and professional liability claims. Individual will work with claims leaders to develop training plans and strategies for the claims division and provide technical knowledge and experience for all levels of D&O coverage and other management and professional liability claims (E&O, EPL, Medical

Malpractice). Ideal candidate will have a proven knowledge of issues and legal developments in the professional lines market through at least five years of active legal practice within an insurance company environment. Send resume to Andy Davis. adavis@smithhanley.com.

Financial Services Claims Counsel(s)

Hartford, CT

Our client, a leading Hartford based insurance company, seeks to add claims counsels to their claims group. Ideal candidates will have 1 - 5 years private company D&O experience or 1 - 5 years commercial D&O experience at a carrier, law firm, or relevant entity. Industry leading talent will comprise your peer group in a congenial and positive business environment. If you, or you and your family, are tired of the NYC metro rat race and the associated cost of living, Hartford County, CT affords you a superior lifestyle with exceptional and affordable amenities. Salary based on experience to six figures, bonus potential, great benefits, limited but available relocation assistance. Please send your resume in confidence to Karen McCorkindale. kmccorkindale@smithhanley.com.

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

Eastern CT

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

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

Greater New York City Area, NY

World-class leader in the insurance broker arena has an opportunity in the Greater NYC area, providing access to the leading insurance markets and the freedom to create unique insurance programs. Major business segments include manufacturing, healthcare, retail, medical

malpractice, and real estate professionals. The company wants you to spend 100% of your time generating new business. They are looking for a "RAINMAKER" to interface with middle market business and develop strong, front-end relationships with clients. Applicants must have a strong, intangible sales track record selling to "C" level executives and strong knowledge of commercial lines insurance or group benefits. Client will purchase books of business and/or agencies. Candidates will be required to develop a business plan. Base compensation is contingent on track record, past compensation and potential sales. Paid expenses, strong commission plan and excellent company benefits are provided. Jump-start your career by calling Brad Barick at 715.341.4900, or email him at brad@pointpartners.biz today!

Manager - Product Development and State Filings (Up to \$110K)

Greater New York City Region, NY

Posted by Hollinger Jobs as of 5/27/09 www.hollingerjobs.com.

Financially strong A+ rated property and casualty insurance carrier is seeking a Product Development/State Filings Manager who will be responsible for managing all aspects of product development, state filings, rating systems and overall management of the Product Development/State Filings Department. The Manager will be responsible for streamlining and managing the efficiency of companies filing and monitoring workflows, developing internal programs and procedures related to product development and oversee Bureau and Regulatory Affairs. Must have proven leadership and management skills. Written and communication skills must be excellent. The individual must have significant knowledge and experience with all facets of commercial line product development, bureau and regulatory process. Lines of coverage would include property, general liability, crime, inland marine, automobile, umbrella and workers' compensation. Prior leadership, supervisory or management experience is required. A college degree and/or CPCU designation are required. 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.

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.

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.

MGA Business Opportunities (\$250K - \$350K +)

U.S.

This is a Bermuda and UK pedigreed organization that is looking to expand horizontally in the U.S. Your ability to either compliment or diversify their current businesses would be of interest. They currently are primarily a property focused enterprise but they are moving into the casualty area. If you spearhead a niche or program that you have the influence and intimate knowledge of all the intricacies of it (reinsurance carrier markets, distribution, product design, etc.) and feel you can benefit from a better platform that is well capitalized and has an opportunity to grow, this could be a terrific opportunity for you. \$250K - \$350K + participation. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com.
www.insurancerecruitersusa.com.

National Sales Manager / Director of Business Development (\$150K - \$175K+)

East Coast (N.E.)/Midwest

Posted by Hollinger Jobs as of 5/27/09 www.hollingerjobs.com. Our client is a well established A+ rated P&C carrier in commercial lines. In order to support and facilitate their continued growth and expansion, they seek a Sales Manager / Director of Business Development to coordinate and expand their U.S. book of business. Qualified candidates will have a proven track record of Sr. level sales and marketing, business development including creating long term

relationships with agents and brokers, mentoring, supervising and training regional sales managers, and a history of creating and working with a national platform of commercial lines business. Track record should include proven experience in strategic sales and marketing, and an exemplary work history within a carrier and/or large broker. Candidates should have 10 - 15 experience in creating and managing sales teams and developing U.S. business relationships. Strong sales and marketing, forecasting, strategic planning and on the ground planning, along with strong interpersonal skills are expected. The ideal candidate will be located on the East Coast (N.E.), Midwest or other strong insurance sector. College degree, MBA, CPCU, or other insurance designations preferred. Compensation is approximately \$150K - \$175K + with the possibility of going higher DOE, plus additional bonus/benefits/Relocation. Please submit your resume in confidence to James Lieberman at jalieberman@hollingerjobs.com or contact 732.247.5656. Re: Advisen Jobs.

Niche Business Opportunities (Insurance)

U.S. / U.K.

Are you the leader of or significantly involved in an industry niche that is, or can be segregated from the bigger general insurance carrier picture? We have customers that are well capitalized, rated, global insurance companies that are continuing to look for opportunities to diversify and grow. Your specialty doesn't have to be incredibly unique but more importantly able to be built in a reasonable amount of time (we will invest in the team) and sustained. This is a terrific model to run a business in. As the lead executive you will determine scope, scale, location, etc, etc. Your business plan will be capitalized and supported by a great organization. My customers' appetite is broad in product and size. Size could be 10 - 20 million PV or 200 - 400+ million. Compensation clearly will be competitive but certainly would include salary / bonus / benefits / equity / stock. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com. www.insurancerecruitersusa.com.

Northwest Company President (\$300K - \$400K +)

Portland, OR / Seattle, WA

This is an opportunity to use your local pedigree to help establish and grow a local presence in the NW States. This is an A rated carrier that has some presence in the market but is looking to greatly expand and project their business. This organization is skilled in the commercial insurance space driven by the independent agency system. You must have a proven track record of carrier leadership that would include consistent profitable results, development of high performance teams, superior agency relationships built on service and a clear

understanding of the finances that are part of the running a company to create strong ROE's. \$300K - \$400K plus 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 \$5 - \$20 million. To discuss further, please contact Karen McCorkindale in confidence. kmccorkindale@smithhanley.com.

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

Regional broker is expanding its surety business in the Indiana offices. 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. Stand-out candidates will: Have over 10 year of progressive experience developing and servicing surety business. Demonstrate excellence in advanced financial analysis, new business development, cross-selling and team leadership. Have a track record of flexibility and creativity in developing innovation and customized business solutions with underwriters for the client. Have a college degree and, at least, one professional designation (CPCU, ARM, CIC, etc). Compensation (salary, commission and bonus) is commensurate with experience. For more information, contact Brad Barick at 715.341.4900 or brad@pointpartners.biz.

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

Eastern CT

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

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

Greater New York City Area, NY

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

Producer - 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

Do you need a breath of fresh air from the old bureaucratic, stale sales environments too concerned about cost controls and mergers? A dynamic, regional broker is expanding production opportunities, working with Fortune 300 - 2000 clients in commercial lines. You will coordinate business with client service executives who will manage new and renewal middle market account business. Client prefers business development leaders who can bring/purchase their book of business. Compensation (salary, commission and bonus) are commensurate with experience. Contact Brad Barick for more information on this opportunity - 715.341.4900 or brad@pointpartners.biz.

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

Do you need a breath of fresh air from the old bureaucratic, stale sales environments too concerned about cost controls and mergers? A dynamic, regional broker is expanding production opportunities, working with Fortune 300 - 2000 clients in commercial lines. You will coordinate business with client service executives who will manage new and renewal middle market account business. Client prefers business development leaders who can bring/purchase their book of business. Compensation (salary, commission and bonus) are commensurate with experience. Contact Brad Barick for more information on this opportunity - 715.341.4900 or brad@pointpartners.biz.

Producer - Commercial Lines (\$80K - \$200K)

Greater Detroit, MI

Do you need a breath of fresh air from the old bureaucratic, stale sales environments too concerned about cost controls and mergers? A dynamic, regional broker is expanding production opportunities, working with Fortune 300 - 2000 clients in commercial lines. You will coordinate business with client service executives who will manage new and renewal middle market account business. Client prefers business development leaders who can bring/purchase their book of business. Compensation (salary, commission and bonus) are commensurate with experience. Contact Brad Barick for more information on this opportunity - 715.341.4900 or brad@pointpartners.biz.

Producer - Commercial Lines (\$80K - \$200K)

Indianapolis, IN

Do you need a breath of fresh air from the old bureaucratic, stale sales environments too concerned about cost controls and mergers? A dynamic, regional broker is expanding production opportunities, working with Fortune 300 - 2000 clients in commercial lines. You will coordinate business with client service executives who will manage new and renewal middle market account business. Client prefers business development leaders who can bring/purchase their book of business. Compensation (salary, commission and bonus) are commensurate with experience. Contact Brad Barick for more information on this opportunity - 715.341.4900 or brad@pointpartners.biz.

Producer - Energy (\$80K - \$140K)

Houston, TX

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

Producer - Marine (\$80K - \$140K)

Houston, TX

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

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 commercial lines property program with a lead system. Will cold call and meet with high-end commercial property owners to solicit their property insurance coverage and 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 \$15K - \$20K; size range \$10K - \$40K revenue. Successful candidate will exhibit a strong sales track record and demonstrate strong property coverage knowledge and experience. Track record will include ability to schedule and conduct a minimum of 2 - 3 meetings each week with prospects and to close 2 accounts per 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 5/27/09 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 - Casualty (Up to \$110K+ Bonus)

Southeast

Posted by Hollinger Jobs as of 5/27/09 www.hollingerjobs.com. 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.

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

CA

Posted by Hollinger Jobs as of 5/27/09 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 5/27/09 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 5/27/09 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.

Products Liability Underwriting Executive (\$200K - \$350K)

California / Arizona

Top twenty P&C group seeks profit center management level professional to build a general casualty underwriting business on the West Coast. This is an opportunity to build a business or take an existing team and plug it into a heavily capitalized firm with A rated paper both admitted and non-admitted. Choose the location and open or build the office. This is a run your own show situation with an aggressive firm that is positioning for growth. Solid distribution contacts and accountability to profit are the criteria. \$200K - \$350K +

equity. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com. www.insurancerecruitersusa.com.

Property & Casualty Insurance CFO (\$200K - \$300K +)

New York, NY

Publicly traded P&C holding company seeks CFO to oversee and manage corporate books. This executive should have solid SEC compliance experience including directing 10K, 10Q and annual statement preparation. This position will have the Senior Accounting Officer reporting to it, but the ideal candidate will be very strategic also. This person will be involved in due diligence for mergers, acquisitions and divestitures. The firm writes property, casualty, personal, commercial, admitted and non-admitted business. \$200K - \$300K plus bonus and equity. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com. www.insurancerecruitersusa.com.

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 commercial lines property program with a lead system. Will cold call and meet with high-end commercial property owners to solicit their property insurance coverage and 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 \$15K - \$20K; size range \$10K - \$40K revenue. Successful candidate will exhibit a strong sales track record and demonstrate strong property coverage knowledge and experience. Track record will include ability to schedule and conduct a minimum of 2 - 3 meetings each week with prospects and to close 2 accounts per 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 5/27/09 www.hollingerjobs.com. 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 commercial lines property program with a lead system. Will cold call and meet with high-end commercial property owners to solicit their property insurance coverage and 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 \$15K - \$20K; size range \$10K - \$40K revenue. Successful candidate will exhibit a strong sales track record and demonstrate strong property coverage knowledge and experience. Track record will include ability to

schedule and conduct a minimum of 2 - 3 meetings each week with prospects and to close 2 accounts per 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 Producer (Up to \$125K Base+)

NY / NJ Area

Posted by Hollinger Jobs as of 5/27/09 www.hollingerjobs.com. Our client is a well established insurance brokerage firm in the New York/New Jersey area. In order to meet their growing needs we are recruiting for additional Sales Professionals for their Property and Casualty Commercial Lines Unit. The Producers will be expected to establish relationships, open new markets, generate new business revenues and build a strong book of business. The company provides excellent sales leads and outstanding technical and service support, all while enjoying a collegial team atmosphere. Product offerings include a full range of mid to large size account services, risk management account services and established programs. This is an exciting, growth-oriented opportunity for producers who are looking to build upon their existing strengths and build their book of business. The right candidate will have a proven track record of sales and production, as well as, excellent communication and relationship building skills. A BS/BA is required along with appropriate insurance designations. The firm offers a competitive compensation up to \$125K base+ and a solid commission structure. Please submit your resume in confidence to jobs@hollingerjobs.com or jalieberman@hollingerjobs.com or call Jim Lieberman at 732.247.5656. Re: Advisen Jobs.

Senior 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.

Sr. Commercial Property / CAT Wholesale Broker (Up to \$120K+)

East

Posted by Hollinger Jobs as of 5/27/09 www.hollingerjobs.com. Established and growing wholesale broker and mga is seeking an addition to staff, a Commercial Property Wholesale Broker with CAT background to grow and develop their book of business. Appropriate candidates will come from a wholesale broker or p&c carrier in a production underwriting role with commercial property background, CAT experience preferred. Candidates should possess a strong will to hunt and develop sales leads and place business. Candidates should have a strong network of retail agencies to call upon to create new business. The firm already has the carrier markets so agency relationship building is paramount. There will also be a small team working with the Sr. Broker. This position can be working from home anywhere in the United States. The firm is a paperless organization. Base pay (dependent on experience, ability to bring a book of business, etc.)+ bonus/commissions and group benefits as well as a work from home arrangement with appropriate tools provided. Please submit resumes in confidence to Jim Lieberman, Sr. Recruiter at jalieberman@hollingerjobs.com. Re: Advisen Jobs.

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

Midwest

Posted by Hollinger Jobs as of 5/27/09 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 E&S Property Underwriter (\$140K - \$175K)

New York

Our client, a leading international insurance company seeks a Property Underwriter to develop and grow a profitable book of business. This position will provide technical support to all internal staff as well as external brokers and clients. You will maximize efficient and effective use of company capital through the application of a sound underwriting process resulting in proper risk selection and application of pricing, terms and conditions that meet established guidelines. Ideal candidate will have 5 - 7 years experience in the property insurance market and extensive experience with wholesale broker markets. A proven ability to build, maintain and grow a profitable book of business with underwriting experience in property catastrophe exposure management, wind, earthquake and standard fire business. A Bachelor's degree and a background in complex property insurance underwriting and marketing are required. Send resume to Cheryl Tara. ctara@smithhanley.com.

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

NJ

Posted by Hollinger Jobs as of 5/27/09 www.hollingerjobs.com. Our client, a leader in Specialty Insurance Products, seeks a Senior Excess & Umbrella Production Underwriter with 10 years current excess underwriting expertise in surplus lines and contacts with agents in the North East Region. Duties include reviewing analyzing, accepting and declining risks. The candidate will communicate with underwriting management and casualty product line leaders on individual accounts both current and proposed and make recommendations concerning operations, systems and procedures when appropriate. The preferred candidate will have recent carrier experience, as well as, proven recent expertise in highly complex excess lines of business. Minimal travel is expected. Compensation is \$115K - \$120K, DOE. Please submit your resume in confidence to jobs@hollingerjobs.com or frankaye@hollingerjobs.com or contact Fran Kaye directly at 704.439.4432. Re: Advisen Jobs.

Senior 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.

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

Our client is a major insurance carrier in the North East with an A+ rating. They seek a Senior Casualty Underwriter with 10 years current experience handling highly complex Commercial Casualty accounts. The preferred candidate will be familiar with the North East region. This candidate will review, analyze accept and decline risks to ensure profitability. Communicate with underwriting management and casualty product line leaders on individual accounts, current and proposed producers and make necessary recommendations concerning operations, systems and procedures. In addition the candidate will review terms, conditions and pricing and monitor producers for profitability and production. Must have a four year college degree and/or CPCU or similar designation preferred. Compensation is \$115K - \$120K, DOE. Please submit your resume in confidence to jobs@hollingerjobs.com or frankaye@hollingerjobs.com or contact Fran Kaye directly at 704.439.4432. Re: Advisen Jobs.

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

Posted by Hollinger Jobs as of 5/27/09 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.

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

Indiana

Regional broker is expanding its surety business in the Indiana offices. 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. Stand-out candidates will: Have over 10 year of progressive experience developing and servicing surety business. Demonstrate excellence in advanced financial analysis, new business development, cross-selling and team leadership. Have a track record of flexibility and creativity in developing innovation and customized business solutions with underwriters for the client. Have a college degree and, at least, one professional designation (CPCU, ARM, CIC, etc). Compensation (salary, commission and bonus) is commensurate with experience. For more information, contact Brad Barick at 715.341.4900 or brad@pointpartners.biz.

SVP E&S Property (\$225K - \$250K Base + Bonus)

New York, NY

Our New York based highly rated insurance company client seeks an E&S Property Executive/Leader. For more information contact Andy Davis. adavis@smithhanley.com.

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

East Coast, Midwest, Southwest

Posted by Hollinger Jobs as of 5/27/09 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 +)
Northeast

Posted by Hollinger Jobs as of 5/27/09 www.hollingerjobs.com. Financially strong Third Party Administrator and Risk Management Services firm is seeking 2 results driven Sales Executives as additions to staff developing Greater New York City and 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.

Transportation Underwriting Executive (\$175K - \$225K)
Atlanta, GA / Charlotte, NC

This is a well regarded, rated carrier that is expanding its footprint in the transportation market. You must be an established underwriting professional that has a proven track record of profitability managing a large portfolio and department. Your experience should include local, intermediate and long haul trucks among other vehicular exposures. This is a key role that will be a part of the executive team that will help set strategy and then head the charge in underwriting to execute the plan. Your passion for developing and managing a high performance department will be key to your success. For more

information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com. www.insurancerecruitersusa.com.

**Treaty Reinsurance Claims Specialist (\$125K - \$175K Base)
Bermuda**

Globally recognized reinsurer seeks Property/Casualty Claims Professional to expatriate to their Bermuda startup. This operation will work with both property and casualty exposures and will require solid background in primary company oversight and audit. Experience with reinsurance reserving on a claim by claim basis is important. Provide insight and training to the team. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com. www.insurancerecruitersusa.com.

**Treaty Underwriter (\$200K - \$300K +)
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. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com. www.insurancerecruitersusa.com.

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

Posted by Hollinger Jobs as of 5/27/09 www.hollingerjobs.com. Our client is a major wholesale dedicated specialty insurance market leader in the North East. They provide top quality coverage for Professional Liability with a focus on E&O, Lawyers, Technology & Misc. They seek an underwriter with 5 - 10 years experience handling Professional Liability lines of business. The preferred candidate will have contacts in place in the Northeast territory. Additionally, the preferred candidate will underwrite and select new business that will produce an underwriting profit. The candidate will make recommendations concerning operations, systems and procedures when appropriate. Provide training and support to the underwriting department. Degree is preferred and industry designations a plus. Compensation is \$100K - \$125K, DOE. Please submit your resume in confidence to jobs@hollingerjobs.com or frankaye@hollingerjobs.com or contact Fran Kaye directly at 704.439.4432. Re: Advisen Jobs.

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

Posted by Hollinger Jobs as of 5/27/09 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 5/27/09 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 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.

**W / C National Claims Manager (\$110K - \$150K +)
Sacramento, CA**

Exciting specialty company seeks solid workers compensation Claims Manager to build a team of claims professionals in California. This expanding firm is a workers comp specialty underwriter using A rated paper. This public firm has strong financial backing along with a very successful and highly profitable business plan. Initially this person will have to be very hands on using their technical skills to handle some files and using their people skills to attract, evaluate and hire talent. \$110K - \$150K base plus bonus. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com.
www.insurancerecruitersusa.com.

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

Posted by Hollinger Jobs as of 5/27/09 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.