

Who's hiring in this market? Looking for a commingled list of insurance positions from top insurance search firms? Are you hiring commercial insurance professionals and want to reach our FPN audience of 100,000? How much do new Underwriters or Claims Analysts make? Advisen posts a new Job Posting column every two weeks. Contact jobpostings@advisen.com for more info or read here.

Advisen's Job Postings are presented so that you can simply scroll through the entire list of jobs without clicking boxes or filters on some website job board. With Advisen, you see everything available anywhere. We think this presentation is better. Our best anecdotal evidence shows that the majority of FPN readers who read this column either have jobs and are simply curious about what other opportunities exist and what peers & competitors are doing. Advisen's Job Postings relies on this network of readers to then e-mail this column to someone else with a "hey, look at this job!" This column has become one our most read columns.

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

Which Insurance Firms are Hiring directly?

Advisen Ltd.
Diamond State Group
Penn-America Group
United America Insurance Group
Zurich North America

Which Insurance Recruiters use Advisen to reach you?

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

Advisen's Job Postings are sent to the 70,000 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

Advisen Ltd.
Insurance Analytics Leader
New York, NY
As of March 24, 2010

Description: The Insurance Analytics Leader is a key leadership position, working in New York City, will continue to spearhead efforts on providing commercial leadership for the design, implementation, marketing and sale of commercial property casualty insurance predictive and scenario-based analytical tools. Due to the burgeoning growth for Advisen's MSCAd and explosive demand for predictive analytics, this individual will continue to feed the industry's appetite for demand by working with internal and external customers to identify market needs, design tools and participate in their marketing and sale campaigns. This individual will take advantage of Advisen's unique collection of exposure, loss and insurance data to create proprietary models. The analytics leader will also: 1. Meet with Advisen clients and prospects to understand their needs for enhanced risk evaluation and pricing tools. 2. Devise a clearly articulated strategy to apply innovative analytical tools to these needs. 3. Research and employ advanced statistical techniques to design predictive risk analysis and pricing models. 4. Work with the Advisen's product management staff to implement the statistical models. 5. Monitor the impact of models in the marketplace and modify models as required by market conditions. 6. Position Advisen as the premiere marketplace thought leader in modeling by contributing ideas and actively participating in industry forums which advance the application of analytical tools. 7. Maintain responsibility for the growth of analytics sales by identifying and helping to close the sale of consulting projects in the analytics arena.

Requirements: The successful candidate will have achieved the Fellow of the Casualty Actuarial Society (FCAS) Designation or a PhD in Statistics or Math. He or she will have experience in working with large datasets for casualty data mining and multivariate model building. Demonstrated skills in sales and consulting experience are valuable assets.

Please reply in confidence to Jim Delaney at jdelaney@advisen.com or you may contact him directly at +1.610.388.9297.

Diamond State Group

**Director, Underwriting – Professional Liability Brokerage
Chicago, IL; Los Angeles, CA and San Francisco, CA**

As of March 25, 2010

Description: Diamond State Group is currently seeking candidates for openings within our Chicago, Los Angeles and San Francisco field offices. Accountability for achieving planned results for a specific geographic territory to attain business objectives and goals. 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, profit improvement opportunities and combined loss ratio results. In addition, this individual will direct the underwriting risk section and underwriting process. Additionally, the incumbent will provide technical advice, counsel and expertise in the development of the underwriting staff. The incumbent will collaborate with the company's Underwriting, Actuarial, Reinsurance, Systems, Claims and Legal functions. The individual will manage all aspects of the brokerage relationship including visitation to present our products and underwriting appetite, develop relationships, production and profitability. The incumbent will participate in forming recommendations for the strategic direction of the Professional Liability lines of Business.

Requirements: 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; Demonstrated ability to underwrite, price and negotiate large account business in accordance with established guidelines, procedures and strategies; Developed technical knowledge of underwriting, product design, rating and pricing supporting a proven record of profitable underwriting in Professional Liability risks; Expertise in structuring and managing facultative reinsurance; Ability to analyze individual risks for profit opportunity and provide underwriting solutions, through creativity and vision to design coverage that can appropriately respond to a specific line of business, class or customer need; Possess an in-depth working intelligence of current business issues within the wholesale broker and excess and surplus lines community; Ability to work effectively and advise Business Unit leader and staff organization in business planning, new product design, distribution channels and broker evaluation and selection; Demonstrated flexibility to react to ever-changing environments and market conditions; "Hands-on" ability to direct, manage and influence the underwriting process to support coverage design required as outlined by the strategies and underwriting philosophy; Proven analytical and quantitative skills, with strong

organizational, interpersonal, communication and time management qualities; High energy, with a desire to be a team player capable of interacting with a variety of individuals internally and externally; Proven ability at negotiating and reviewing contracts and policy terms; A positive attitude, with a sense of urgency directed toward the design of creative solutions; Bachelors degree desired.

Please send resumes with salary requirements to rberry@uai-group.com

Diamond State Group
Senior Underwriter - Professional Liability Brokerage
Bala Cynwyd, PA
As of March 25, 2010

Description: Diamond State Group is currently seeking a Senior Underwriter, Professional Liability, to work in our home office in Bala Cynwyd, PA. Accountability for achieving planned results for a specific geographic territory to attain business objectives and goals. 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, profit improvement opportunities and combined loss ratio results. In addition, this individual will direct the underwriting risk section and underwriting process. Additionally, the incumbent will provide technical advice, counsel and expertise in the development of the underwriting staff. The incumbent will collaborate with the company's Underwriting, Actuarial, Reinsurance, Systems, Claims and Legal functions. The individual will manage all aspects of the brokerage relationship including visitation to present our products and underwriting appetite, develop relationships, production and profitability. The incumbent will participate in forming recommendations for the strategic direction of the Professional Liability lines of Business.

Requirements: 7-10 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; Demonstrated ability to underwrite, price and negotiate large account business in accordance with established guidelines, procedures and strategies; Developed technical knowledge of underwriting, product design, rating and pricing supporting a proven record of profitable underwriting in Professional Liability risks; Expertise in structuring and managing facultative reinsurance; Ability to analyze individual risks for profit opportunity and provide

underwriting solutions, through creativity and vision to design coverage that can appropriately respond to a specific line of business, class or customer need; Possess an in-depth working intelligence of current business issues within the wholesale broker and excess and surplus lines community; Ability to work effectively and advise Business Unit leader and staff organization in business planning, new product design, distribution channels and broker evaluation and selection; Demonstrated flexibility to react to ever-changing environments and market conditions; "Hands-on" ability to direct, manage and influence the underwriting process to support coverage design required as outlined by the strategies and underwriting philosophy; Proven analytical and quantitative skills, with strong organizational, interpersonal, communication and time management qualities; High energy, with a desire to be a team player capable of interacting with a variety of individuals internally and externally; Proven ability at negotiating and reviewing contracts and policy terms; A positive attitude, with a sense of urgency directed toward the design of creative solutions; Bachelors degree desired.

Please send resumes with salary requirements to rberry@uai-group.com

Diamond State Group
Senior Underwriter, Property Brokerage
Atlanta, GA

As of March 25, 2010

Description: Diamond State Group is currently seeking a Senior Underwriter, Property Brokerage, to work in our Atlanta, GA field office. Accountability for achieving planned results for a specific geographic territory to attain business objectives and goals. Strong Excess and Surplus Lines expertise in Property product lines that will drive the continued development, profitability and growth of the organization and region. The incumbent will be responsible for managing pricing objectives, profit improvement, profit improvement opportunities and combined loss ratio results. In addition, this individual will direct the underwriting risk section and underwriting process. The incumbent will collaborate with the company's Underwriting, Actuarial, Reinsurance, Systems, Claims and Legal functions. The individual will manage all aspects of the brokerage relationship including visitation to present our products and underwriting appetite, develop relationships, production and profitability. The incumbent will participate in forming recommendations for the strategic direction of the Property lines of Business.

Requirements: 7-10 years experience in Primary Excess and Surplus Lines underwriting with extensive experience in the underwriting and marketing through a wholesale broker distribution system. Demonstrated ability to underwrite, price and negotiate large account business in accordance with established guidelines, procedures and strategies; Developed technical knowledge of underwriting, product design, rating and pricing supporting a proven record of profitable underwriting in Property risks; Expertise in structuring and managing facultative reinsurance; Ability to analyze individual risks for profit opportunity and provide underwriting solutions, through creativity and vision to design coverage that can appropriately respond to a specific line of business, class or customer need; Possess an in-depth working intelligence of current business issues within the wholesale broker and excess and surplus lines community; Ability to work effectively and advise Business Unit leader and staff organization in business planning, new product design, distribution channels and broker evaluation and selection; Demonstrated flexibility to react to ever-changing environments and market conditions. Ability to direct, manage and influence the underwriting process to support coverage design required as outlined by the strategies and underwriting philosophy; Proven analytical and quantitative skills, with strong organizational, interpersonal, communication and time management quality; High energy, with a desire to be a team player capable of interacting with a variety of individuals internally and externally; Proven ability at negotiating and reviewing contracts and policy terms; A positive attitude, with a sense of urgency directed toward the design of creative solutions; Bachelors degree desired.

Please send resumes with salary requirements to rberry@uai-group.com

Diamond State Group
Underwriting Assistant, Property Brokerage
Atlanta, GA

As of March 25, 2010

Description: Diamond State Group is currently seeking an Underwriting Assistant to support its Property Brokerage in Atlanta, GA. Triage incoming new business submissions to eliminate non-qualifying submissions; Conduct clearance process on new business submissions; Assign incoming submissions; place orders for inspection reports as assigned by underwriter; Review inspection reports for discrepancies/material changes from application and policy; Develop recommendation letters and monitor policies for recommendation

compliance; Rate and price money endorsements and cancellations in accordance with policy conditions; Ensure cancellations are processed in accordance with state requirements and policy conditions; Contact producers to gather all required account information; Rate risks through various rating programs to support rate structure proposed by underwriter and provide the underwriter with all of the underwriting data required to evaluate the risk. Complete the coding of all new and renewal risks in accordance with the specifications for the applicable line of business; Act as liaison between various departments and Underwriting to ensure policies are issued correctly and premiums are booked and billed properly; Attend industry specific seminars and courses; participate in continuing education where required; and participate in wholesaler seminars conducted by the company.

Requirements: 2-3 years experience in an underwriting department of an insurance company; college degree preferred; Strong organizational skills; Insurance related coursework beneficial; Excellent verbal and written communication skills; Ability to work in a Windows based environment with working knowledge of Microsoft Outlook, Word, Excel and the internet; Ability to intelligently and professionally communicate with producers through telephone conversations and electronic correspondence; Working knowledge of Rackley rating system is a plus; Portray a professional image; Ability to meet deadlines and work accurately with detailed information; Ability to work both individually and in a team setting.

Please send resumes with salary requirements to rberry@uai-group.com

Penn - America Group
Underwriter
Los Angeles, CA; Atlanta, GA
As of March 25, 2010

Description: Penn-America Group, Inc. ® is a specialty property and casualty insurance holding company. Its subsidiaries market and underwrite general liability, commercial property and multi-peril insurance for small businesses that are located in small towns and suburban and rural areas. Penn-America distributes its insurance products through a network of about 106 wholesale general agents who serve retail insurance brokers. Penn-America is currently seeking experienced underwriters to join their team in Los Angeles, CA and Atlanta, GA. The Underwriter will assist with the development of profitable business and maintaining relationships with assigned

agents within a specific geographic territory. The incumbent will utilize and comply with the company's Underwriting, Actuarial, Reinsurance, Systems, Claims and Legal functions. The individual will assist with managing underwriting aspects of the agency relationship including visitation to present our products and underwriting appetite, develop relationships, production and profitability. Select, price, quote, and decline new business referred by agents ("submit" classes) in accordance with company underwriting guidelines and application of experienced, sound underwriting judgment; Review, price, and manage renewal business in accordance with company guidelines; Service existing accounts through the evaluation of endorsement requests; Work with agency assignment in the region to maintain 24 hour response time on new submissions; provide same day turn-around on phone calls and emails; Work collaboratively with other Underwriters in the Unit to maintain 24 hour response time on new submissions; Partner and maintain collaborative business relationships with appointed agents to develop grow and underwrite profitable book of business; Handling of business within prescribed authority grant; Develop familiarity and proficiency in company tools and systems utilized in servicing business and monitoring agency production and loss ratio; Agency visitation as needed to assigned agents; Participate in other projects as assigned.

Requirements: 2-5 years underwriting experience in the Property and Casualty industry; Insurance coursework beneficial; Insurance rating experience is ideal (property and general liability); Proficiency in Microsoft Office Products (Word, Excel, Outlook); excellent interpersonal and communication skills; Excellent organizational and time management skills; must be teamwork oriented; Bachelors' degree preferred.

Please send resumes with salary requirements to rberry@uai-group.com

United America Insurance Group
Director, Premium Audit
Bala Cynwyd, PA
As of March 25, 2010

Description: United America Insurance Group is a premier commercial E&S and specialty lines insurance group. We take pride in our ability to be flexible and resourceful in responding to specialty and surplus lines risks. The insurance companies of its member groups, Diamond State Group, Penn-America Group and United National, are "A" rated by A.M. Best. We look for employees who

constantly strive to achieve excellent results, improve efficiency and are committed to uphold our core values of people, integrity, achievement and creativity. We live by "Our Strength is in Our People." UAIG is currently seeking a Director of Premium Audit, to work in our corporate office in Bala Cynwyd, PA. This position will oversee and manage the Premium Audit functions to include audit planning, development of premium audit vendor relationships, negotiate contracts, maintain quality assurance standards, policy administration system specification and manage staff at an enterprise level; Effectively manage relationships with our policyholders, service providers, business units, producers as well as other business partners; Overseeing the assignment of audits based on the company criteria by line of business; Tracking of the assigned audits for timely completions; Oversee the handling of audit disputes and re-audit requests in a professional & timely manner, discuss issues and disputes with underwriters, agents and policyholders as needed; Manage state test audit programs to insure compliance with requests and discrepancies; Ensure quality of the audit through audit review process to validate proper risk classification, exposure basis, etc.; Perform reviews of premium audit companies on quality, performance and inventory status; Assist the billing and collections unit as required; Investigate, report and mitigate any fraud related issues.

Requirements: Strong organizational, analytical, problem solving, documentation and communication skills; Strong PC skills (MS Office applications); The ability to work accurately with detailed information; Well rounded P & C background, including a total of ten years experience within the industry, five to seven years in premium audit and a minimum of three years of experience managing a field staff and/or vendor; Bachelors degree and/or a CPCU a plus.

Please send resumes with salary requirements to rberry@uai-group.com

**United National Group
Marine Program Underwriting Manager
Charlotte, NC**

As of March 25, 2010

Description: United National Group of insurance companies ("UNG") is a member of [United America Indemnity, Ltd.](#) (NASDAQ: INDM). Since its formation as a holding company in 2003, United America Indemnity, Ltd.'s subsidiaries have taken their place as some of today's leading providers of specialty property and casualty coverage for risks and perils considered difficult and generally avoided by

standard insurance companies. United National Group® focuses exclusively on the program market. It distributes insurance products to targeted insured segments—as well as specialty products—through a select network of program administrators with specific binding authority. United National Group is currently seeking a Marine Program Underwriting Manager to work in its Charlotte, NC office. The incumbent will collaborate with the company's Underwriting, Actuarial, Reinsurance, Product Management, Claims, IT and Legal functions. The individual will manage all aspects of the program administrator's relationships including visitation to present our programs and programs appetite, develop relations, production and profitability. The incumbent will participate in forming recommendations for the strategic direction of the program lines of business. Within the responsibilities described herein, the incumbent will be responsible for managing a national book of marine business, including Excess Liabilities, Primary Liabilities, Hull, and Cargo lines; Analyze individual risks for program opportunity and provide underwriting solutions, through creativity and vision to design coverage that can appropriately respond to a specific line of business, class or customer need; Work effectively and advise Business Unit leader and staff organization in business planning, with new program design, distribution channels and program administrator evaluation and selection processes; Direct, manage and influence the underwriting process to support coverage design required as outlined by the strategies and underwriting philosophy; Structure and manage facultative reinsurance.

Requirements: Demonstrated knowledge of marine insurance lines. Must be extremely familiar with marine coverage's, rating, regulations, and underwriting; Ten years plus experience in E&S underwriting with extensive experience in the underwriting and marketing through a program administrator distribution system; Possess an in-depth working intelligence of current business issues within the program administrator market place and the E&S community; Proven ability at negotiating and reviewing contracts and policy terms; Developed technical knowledge of underwriting, program design, rating and pricing supporting a proven record of profitable underwriting in Professional, Property, and Casualty risks; Bachelors degree desired.

Please send resumes with salary requirements to rberry@uai-group.com.

Zurich North America
Senior Underwriter, Professional Liability

San Francisco, CA

March 16, 2010

Description: We have a great new opportunity available in our San Francisco office. You will be responsible for underwriting Miscellaneous E&O for the South Central, Northwest and Southwest regions. This is a market-facing position with considerable access and exposure to brokers and risk managers. You will also be responsible for building relationships with retail and wholesale producers.

Requirements: Bachelors degree required. 3-5 years of experience underwriting either public company D&O or Professional Liability business required. We will also consider brokers with this experience looking to transition to the carrier side. Any experience underwriting Miscellaneous E&O, technology liability, media liability and security & privacy liability or employed lawyer's liability a plus.

To be considered for this position, please visit our website at www.zurichna.com and apply for position ID 22064.

INSURANCE RECRUITING POSITIONS

Which Insurance Recruiters are posting positions on Advisen here?

David J. Hollinger Associates, Inc., Hollinger Jobs

Fran Kaye at 704.788.1470 or frankaye@hollingerjobs.com

James A. Lieberman at 732.247.5656 or

jalieberman@hollingerjobs.com

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

International Insurance Consultants, Inc.

Glenn Wootton at 954.421.0122 or glenn@iicuri.com

Ray Crowley at 954.421.0122 or ray@iicuri.com

Platinum Search Group, Inc.

Brad Barick at 715.341.4900 or brad@pointpartners.biz

Smith Hanley Associates LLC

Andy Davis at 203.319.4300 x228 or adavis@smithhanley.com

Karen McCorkindale at 203.440.1875 or

kmccorkindale@smithhanley.com

Sean deGroot at 203.319.4300 x226 or sdegroot@smithhanley.com

Cheryl Tara at 203.319.4300 x229 or ctara@smithhanley.com

Rob Newman, 770.664.7939 or rnewman@smithhanley.com

Branch Manager (\$175K +)

PA

Posted by David J. Hollinger Associates, Inc as of 3/25/10
www.hollingerjobs.com. Our client is a well established retail brokerage operation in the North East and is seeking a unique individual with both Sales / Production experience and a strong skill set and experience in running a Branch office and a Sales team. The position is Branch manager and the qualified candidate will be able to lead the Sales efforts and manage the day to day branch responsibilities. The Producer/Branch will be charged with developing Eastern Pennsylvania and the surrounding locales with the primary emphasis on both team & individual production as well as branch management with the ability to lead, motivate and train producers. Qualified candidates will have a history of successful commercial multi line business production along with a good grasp of Group Benefits and Personal lines. This Individual will oversee day to day functions of customer service representatives, account executives and support staff. Ideally we need a combination of 7-15 years of commercial lines production, experience with team leadership and supervisory or management background. Market savvy, strong carrier relationships, a College degree or advanced degree are preferred. License required with designations preferred. \$175K Base + additional commissions / benefits package. Please reply in confidence to John Huttner, President, David J. Hollinger Associate Inc. at jrhuttner@hollingerjobs.com or jobs@hollingerjobs.com, or you may contact John Huttner directly at 1.732.247.5656 re: Advisen Jobs.

Brokerage - Group Benefits Producers (Up to \$100K)

NJ

Posted by Hollinger Jobs as of 3/10/10 www.hollingerjobs.com. Our client, a successful benefits agency is expanding and seeking Small and Large Group Benefits Producers to assist ownership in growing the book of business. Please submit your resume in confidence to jobs@hollingerjobs.com, or you may contact us at 1.732.247.5656 re: Advisen Jobs for particulars.

Brokerage - P&C Producer (Up to \$100K)

NJ

Posted by Hollinger Jobs as of 3/10/10 www.hollingerjobs.com. Please submit your resume in confidence to jobs@hollingerjobs.com, or you may contact us at 1.732.247.5656 re: Advisen Jobs for particulars.

Brokerage Property Real East Claims Specialist (\$65K - \$75K)

NYC

Posted by Hollinger Jobs as of 3/10/10 www.hollingerjobs.com. Our client, an established retail broker, is seeking a Real Estate Property

Claims Specialist for their NYC location. [Please submit your resume in confidence to jobs@hollingerjobs.com](mailto:jobs@hollingerjobs.com) or you may contact us at [1.732.247.5656](tel:1.732.247.5656) re: [Advisen Jobs](#) for particulars.

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

[Posted by Hollinger Jobs as of 3/25/10](#) 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](mailto:jobs@hollingerjobs.com) or jalieberman@hollingerjobs.com or call [Jim Lieberman at 732.247.5656](#) re: [Advisen Jobs](#).

Brokerage Sr. Executive

David J Hollinger Associates, Inc. is currently engaged in several confidential searches for Brokerage Executives with strong management and production skills. Position locations are in the Southwest and West Coast. Confidential inquiries should be made to [John R. Huttner](#) President [at David J. Hollinger Associate Inc. 1.732.247.5656 / \[jrhuttner@hollingerjobs.com\]\(mailto:jrhuttner@hollingerjobs.com\), re: \[Advisen Jobs\]\(#\)](#).

**Business Development Leader (\$75K - \$250K)
Central or Southern NJ**

A strong regional insurance brokers located in Central NJ is seeking solid production talent for new commercial insurance or group benefits business development. Business accounts 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 business and develop strong, front-end relationships with clients. Client will purchase books of business and/or agencies. Client pays expenses and competitive commissions. Candidates should be

prepared to discuss a conservative business development plan for 2010. Base compensation is contingent upon past track record, book of business and sales potential. Contact Brad Barick 715.341.4900 or brad@pointpartners.biz for more information.

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

Solid production and sales management talent wanted in the Southern, NJ/Eastern, PA/Delaware territory for new commercial insurance and group benefits business development. Business accounts 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 business and develop strong, front-end relationships with clients. Client will purchase books of business and/or agencies. Client pays expenses and competitive commissions. Candidates should be prepared to discuss a conservative business growth and development plan. Base compensation is contingent upon career track record. Contact Brad Barick 715.341.4900 or brad@pointpartners.biz for more information.

**Business Development Manager (\$100K - \$130K)
Midwest**

Posted by Hollinger Jobs as of 3/25/10 A+ property and casualty insurance carrier focusing on primary commercial lines business is seeking a Business Development Manager to build and expand the retail agency plant for the Midwest. Cincinnati is preferred but might consider Chicago. Major areas of concentration will include achieving growth and profitability objectives, identifying and developing strong partnership relationships with producers and developing and executing successful marketing strategies. The Business Development Manager will also be responsible for mentoring and coaching production underwriters as well as providing guidance to the production underwriters with driving business. Bachelor's degree from four-year college or university is preferred. A minimum of 15 years experience in a commercial Property and Casualty Insurance carrier or broker positions and 5 years experience and successfully demonstrated track record of marketing to agencies & brokers required. Experience managing a sales/marketing staff is required. P&C Underwriting experience is preferred. Position requires an expertise and current background marketing and underwriting accounts in the \$100K-\$1M premium marketplace. Base \$100K - \$130K + bonus/strong benefits package. 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.

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

Commercial insurance broker in the Northwest is expanding their “wet” marine construction insurance book. Develop “wet” marine construction business focusing on middle market and large accounts. This is an owner/partner opportunity. Interface with account managers, marketing, claims and loss control support functions. Client will purchase books of business. Strong experience in commercial marine construction, construction or marine insurance business, business development, production underwriting and/or marketing. BS degree is required; designations – CPCU, ARM, CRM, CIC are preferred. Compensation is congruent with experience. Client pays salary, commissions, bonus, all expenses and provides excellent benefits. Contact Brad Barick now at 715.341.4900 or brad@pointpartners.biz for more information.

**Carrier - Casualty Underwriter, Large Lines (\$85K - \$90K)
NJ**

Posted by Hollinger Jobs as of 3/10/10 www.hollingerjobs.com. Our client, an A+ property and casualty insurance company is seeking a standard lines Casualty Underwriter. Please submit your resume in confidence to jobs@hollingerjobs.com, or you may contact us at 1.732.247.5656 re: Advisen Jobs for particulars.

**Carrier - Commercial Lines Underwriter (\$75K - \$80K)
Northeast**

Posted by Hollinger Jobs as of 3/10/10 www.hollingerjobs.com. Our client, a major carrier in the Northeast, seeks a Commercial Lines Production Underwriter to join their dynamic and fast-paced environment. Please submit your resume in confidence to jobs@hollingerjobs.com, or you may contact us at 1.732.247.5656 re: Advisen Jobs for particulars.

**Carrier - Product Development Specialist, Underwriting (\$70K - \$90K)
MA**

Posted by Hollinger Jobs as of 3/10/10 www.hollingerjobs.com. Our client, an A+ rated insurance company in the Northeast, seeks a Commercial Lines Product Development Specialist. The preferred candidate will have 7+ years with a property and casualty carrier with a major focus on commercial lines underwriting and product development. Please submit your resume in confidence to jobs@hollingerjobs.com, or you may contact us at 1.732.247.5656 re: Advisen Jobs for particulars.

Carrier - Senior Casualty Underwriter (Up to \$100K)

NJ

Posted by Hollinger Jobs as of 3/10/10 www.hollingerjobs.com. Our client, an A+ property and casualty insurance carrier focusing on standard line and specialty business, seeks a Sr. Commercial Casualty Underwriter. Please submit your resume in confidence to jobs@hollingerjobs.com, or you may contact us at 1.732.247.5656 re: Advisen Jobs for particulars.

**Carrier - SIU, Team Leader Auto Claims (\$60K - \$75K)
Southeast**

Posted by Hollinger Jobs as of 3/10/10 www.hollingerjobs.com. Our client, a major carrier, seeks a team leader with carrier experience for their SIU division with the emphasis on Florida Auto claims. Please submit your resume in confidence to jobs@hollingerjobs.com, or you may contact us at 1.732.247.5656 re: Advisen Jobs for particulars.

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

Client is very entrepreneurial and seeks organic and M&A growth in both commercial lines and group benefits. Client has incredible financial strength, access to almost any market and a strong wholesale subsidiary. Each producer for commercial lines or group benefits will run their book like it's their own business. Client provides very strong services and marketing support while maintaining an independent culture. Each book of business mirrors the respective producer. There is strong focus on: An exceptional benefits broker to lead and build the benefits department. A producer to build the environmental practice. A producer to build the healthcare practice. Client will hire for all other niche and business segments. Producers are encouraged to also bring in their team and support staff. Producers must have a current book of at least \$500K revenue. Compensation is directly related to your current track record and book size. Each producer must command at least \$125K to be considered. To advance your career, contact Brad Barick at 715.341.4900 or brad@pointpartners.biz for more information.

**Commercial Insurance Producer (Up to \$125K)
Eastern CT**

URGENT! Regional agency is expanding the sales team for southeastern CT and Westchester County, NY area. Will add commercial lines and group benefits producers. Break out of the large bureaucratic environment and move into a "nimble" agency with markets along with service and support. Produce mid-market commercial lines and/or group benefits business. Will coordinate business with client managers. Will consider business development leaders who can bring/purchase their book. Will have a strong

working knowledge of the lines of coverage and the risk assessment process. Client will compensate relative to employee value. This includes base salary, commission, strong benefits, etc. 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**

A world-class leader in the insurance broker arena has a production opportunity in the Greater NYC area. This producer will interface with middle market business to develop strong, front-end relationships with clients. 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. Client will purchase books of business and/or agencies. Candidates will also 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)
Southern NJ / Eastern PA**

Solid production and sales management talent wanted in the Southern, NJ/Eastern, PA/Delaware territory for new commercial insurance and group benefits business development. Business accounts 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 business and develop strong, front-end relationships with clients. Client will purchase books of business and/or agencies. Client pays expenses and competitive commissions. Candidates should be prepared to discuss a conservative business growth and development plan. Base compensation is contingent upon career track record. Contact Brad Barick 715.341.4900 or brad@pointpartners.biz for more information.

**Commercial Lines Producer (\$250K +)
Dallas, TX**

Client is a national broker with over 100 years of history serving large, middle market and Fortune 1000 accounts and has a flat operating model with focus on being the leading broker. Lead and grow a \$20M revenue profit center as an executive director and producer where all employees are engaged. Specialties currently include: Energy & Marine, Construction & Surety, Healthcare, Transportation, Public Entity and Financial Services. Emphasis of this

position is on new production. Accountability will include setting the course for major revenue growth, client retention and profitability, while expanding specialties. As a basic credential, must have built and currently control a book of at least \$1M P&C revenue in a broker/agency environment. Will have a track record of leading significant organic and M&A growth with operational success as well as personal production success. Client offers a comprehensive and unlimited compensation program including an outstanding bonus based on growth, profitability and production. Sign-on bonus, stock options and relocation costs may be offered. Call Brad Barick at 715.341.4900 for more information, or email him at brad@pointpartners.biz

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

A strong regional insurance brokers located in Central NJ is seeking solid production talent for new commercial insurance or group benefits business development. Business accounts 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 business and develop strong, front-end relationships with clients. Client will purchase books of business and/or agencies. Client pays expenses and competitive commissions. Candidates should be prepared to discuss a conservative business development plan for 2010. 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 Lines Product Development Specialist (\$125K - \$140K)
Northeast**

Posted by Hollinger Jobs as of 3/25/10 www.hollingerjobs.com. Our client, an A+ rated insurance company in the Northeast, seeks a Commercial Lines Product Development Specialist to help plan and manage the overall development of commercial lines products. The client company has a long history of successful planned and measured growth and is looking for an individual to complement that. This position is responsible for examining, evaluating and designing coverage, as well as, the rating and development of new and enhanced products for Commercial Lines growth and profitability. Additional duties include providing analysis and knowledge of the market including information on competitors, regulators and legal issues and providing underwriting position and guidelines for products including direction in establishing agency underwriting systems. This individual will work with senior management to set out strategic plans for product development and execution and will be

responsible for leading implementation of product changes and monitoring progress in coordinating activities across disciplines. The preferred candidate will have 7+ years with a property and casualty carrier with a major focus on commercial lines underwriting and product development, and should have previous experience leading/managing a team. The environment call for an individual who can work well in a team atmosphere and A Degree and appropriate licenses and designations are expected. Compensation is \$125K - \$140K, DOE. Please respond in confidence with your resume to jobs@hollingerjobs.com or jalieberman@hollingerjobs.com or you may contact Jim Lieberman at 1.732.247.5656 re: Advisen Jobs.

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

Commercial insurance broker in the Northwest is expanding their "wet" marine construction insurance book. Develop "wet" marine construction business focusing on middle market and large accounts. This is an owner/partner opportunity. Interface with account managers, marketing, claims and loss control support functions. Client will purchase books of business. Strong experience in commercial marine construction, construction or marine insurance business, business development, production underwriting and/or marketing. BS degree is required; designations – CPCU, ARM, CRM, CIC are preferred. Compensation is congruent with experience. Client pays salary, commissions, bonus, all expenses and provides excellent benefits. Contact Brad Barick now at 715.341.4900 or brad@pointpartners.biz for more information.

**Environmental Senior Underwriting (\$100K - \$150K)
New York / Chicago / Los Angeles**

This is an opportunity to use your underwriting skills in environmental specialty business to accelerate your career. There have been several expansions in the environmental underwriting space. The need for your talent is high. You must have, or recently had, underwriting authority with a carrier or MGA and be able to interact effectively with distribution partners. My customer is an A rated, highly recognized and profitable worldwide insurer that has a significant appetite in this segment. Be a part of the ground floor and be rewarded with significant authority, abundant opportunity to learn and grow based on your contributions and a very competitive compensation package. Don't settle for 3% reviews if you deserve more. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com. www.insurancerecruitersusa.com

**ERM Executive (\$225K - \$250K Base + Bonus)
New York, New York**

Our client, a rapidly growing global specialty insurance company seeks a highly analytical risk management/risk modeling professional to lead the development and improvement of risk management methodologies and risk modeling control processes. This position will work closely with senior management developing stress testing protocols and tools for various applications including pricing, reserving, capital modeling and performance measurement. You will assist in the development of market, credit and operational risk modeling methodology. Ideal candidate will have 10+ years experience. FCAS or ACAS preferred. Send resume to Andy Davis. adavis@smithhanley.com.

**Financial Services Claims Counsel (To \$100K +)
Hartford, CT**

Our client, a prestigious insurance company, seeks to expand their claims group. The ideal candidate will be an attorney with two to six years D&O, EPL, E&O or Securities experience at a recognized property and casualty insurance carrier, insurance broker, or law firm. Hartford County, CT affords you a superior and affordable standard of living and exceptional public schooling. Competitive base salary, bonus potential, great benefits, relocation assistance available. Apply in confidence to Karen McCorkindale. kmccorkindale@smithhanley.com

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

Client is very entrepreneurial and seeks organic and M&A growth in both commercial lines and group benefits. Client has incredible financial strength, access to almost any market and a strong wholesale subsidiary. Each producer for commercial lines or group benefits will run their book like it's their own business. Client provides very strong services and marketing support while maintaining an independent culture. Each book of business mirrors the respective producer. There is strong focus on: An exceptional benefits broker to lead and build the benefits department. A producer to build the environmental practice. A producer to build the healthcare practice. Client will hire for all other niche and business segments. Producers are encouraged to also bring in their team and support staff. Producers must have a current book of at least \$500K revenue. Compensation is directly related to your current track record and book size. Each producer must command at least \$125K to be considered. To advance your career, contact Brad Barick at 715.341.4900 or brad@pointpartners.biz for more information.

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

A world-class leader in the insurance broker arena has a production opportunity in the Greater NYC area. This producer will interface with middle market business to develop strong, front-end relationships with clients. 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. Client will purchase books of business and/or agencies. Candidates will also be required to develop a business plan. Base compensation is contingent on track record, past compensation and potential sales. Paid expenses, strong commission plan and excellent company benefits are provided. Jump-start your career by calling Brad Barick at 715.341.4900, or email him at brad@pointpartners.biz today!

Inland Marine Executive (Team) (\$250K - \$300K)

New York, NY

This is an A rated carrier that is already in the property market space but underrepresented in the inland marine segment. You should have a proven track record in running a profitable inland marine portfolio. This is a build the business opportunity, not a custodial job. Prior success in starting or significantly growing a business to include product design, pricing, distribution, management, team recruitment and development and the ongoing profitable leadership of the segment will qualify you. You must have a reputation and following in this segment. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com. www.insurancerecruitersusa.com

Insurance Niche Business Opportunities

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 and sustained provided the right capitalization and corporate support is provided. 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

Managing Director - Commercial Insurance (\$250K +)

Dallas, TX

Client is a national broker with over 100 years of history serving large, middle market and Fortune 1000 accounts and has a flat operating model with focus on being the leading broker. Lead and grow a \$20M revenue profit center as an executive director and producer where all employees are engaged. Specialties currently include: Energy & Marine, Construction & Surety, Healthcare, Transportation, Public Entity and Financial Services. Emphasis of this position is on new production. Accountability will include setting the course for major revenue growth, client retention and profitability, while expanding specialties. As a basic credential, must have built and currently control a book of at least \$1M P&C revenue in a broker/agency environment. Will have a track record of leading significant organic and M&A growth with operational success as well as personal production success. Client offers a comprehensive and unlimited compensation program including an outstanding bonus based on growth, profitability and production. Sign-on bonus, stock options and relocation costs may be offered Call Brad Barick at 715.341.4900 for more information, or email him at brad@pointpartners.biz

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

Commercial insurance broker in the Northwest is expanding their "wet" marine construction insurance book. Develop "wet" marine construction business focusing on middle market and large accounts. This is an owner/partner opportunity. Interface with account managers, marketing, claims and loss control support functions. Client will purchase books of business. Strong experience in commercial marine construction, construction or marine insurance business, business development, production underwriting and/or marketing. S degree is required; designations – CPCU, ARM, CRM, CIC are preferred. Compensation is congruent with experience. Client pays salary, commissions, bonus, all expenses and provides excellent benefits. Contact Brad Barick now at 715.341.4900 or brad@pointpartners.biz for more information.

Medical Professional Liability Underwriting Manager (\$225K + Equity and Bonus) Bermuda

Global insurance group seeks senior level Healthcare Professional Liability Underwriting Manager. This position will have heavy technical underwriting responsibility, including product management and referral underwriting oversight. Prefer HPL, but exposure to both hospital and docs is a plus. For more information, please contact

Glenn Wootton at 954.421.0122 or glenn@iicuri.com.
www.insurancerecruitersusa.com

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

Tri - State, NY / NJ / Southern

Posted by Hollinger Jobs as of 3/25/10 www.hollingerjobs.com. A+ property and casualty insurance carrier with a domestic and global presence is seeking a National Property Underwriting Practice Leader. The Property Practice Leader will assume a leadership role to enhance excellence in property underwriting both internally and externally. Additionally the practice leader will help formulate and implement strategic initiatives and business development activities that will profitably grow the portfolio in the domestic and reverse flow segments. Major areas of concentration include property underwriting, marketing, audit review/compliance and product development. There are no supervisory responsibilities with this position, however guiding, leading and mentoring property underwriters will be required. This position requires a take charge property underwriting executive who likes to take ownership and can be a team player. Education and/or experience includes Bachelor's degree (B.A.) from four-year college or university is preferred, High School or G.E.D. is required along with a minimum of 10 years related Property Underwriting experience. Must have 3 years recent experience in a leadership role. Must be highly knowledgeable in all commercial Lines and company underwriting standards and practices and have proven business development skills. Must have experience with excess property and global accounts. This position is located in Central New Jersey.\$140K - \$160K(DOE)+bonus and benefits. Please submit resumes to the attention of Jim Lieberman, Sr. Recruiter at jalieberman@hollingerjobs.com re: Advisen Jobs.

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

Northeast

Posted by David J. Hollinger Associates, Inc as of 3/25/10
www.hollingerjobs.com

Our client, a well-established Regional Broker, seeks a Practice Leader to manage and develop their Medical/ Hospital practice for the NJ-NY area. This position is responsible for managing a 10mm+ book of business, managing the accounts team, and for the production of both new business and renewals. Qualified individuals will have 10-15+ years of strong P&C background along with a solid understanding and grounding in professional liability. This position deals with all sales and service issues involving Physicians, Hospitals, Life Sciences and manufacturing of Medical devices, etc. The ideal candidate must have a thorough knowledge of risks and coverage's

related to Healthcare/Medical clients, as well as, a thorough knowledge of the carrier and wholesale broker marketplace related to same. In addition, the candidate will have a history of existing relationships in the Healthcare/Medical community. Qualified individuals are expected to have a degree, MBA, CPCU, RPLU and/or other designations. Compensation will be determined upon experience and will range from \$125K-\$175K, DOE + bonuses. In addition the firm pays competitive new business and renewal commissions. Please reply in confidence to John Huttner, President, David J. Hollinger Associate Inc. at [jruttner@hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com) or jobs@hollingerjobs.com, or you may contact John Huttner directly at 1.732.247.5656 re: Advisen Jobs.

**Producer - Commercial Insurance (Up to \$125K)
Eastern CT**

URGENT! Regional agency is expanding the sales team for southeastern CT and Westchester County, NY area. Will add commercial lines and group benefits producers. Break out of the large bureaucratic environment and move into a "nimble" agency with markets along with service and support. Produce mid-market commercial lines and/or group benefits business. Will coordinate business with client managers. Will consider business development leaders who can bring/purchase their book. Will have a strong working knowledge of the lines of coverage and the risk assessment process. Client will compensate relative to employee value. This includes base salary, commission, strong benefits, etc. Jump-start your career by calling Brad Barick at 715.341.4900, or email him at brad@pointpartners.biz today!

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

CA

Client is very entrepreneurial and seeks organic and M&A growth in both commercial lines and group benefits. Client has incredible financial strength, access to almost any market and a strong wholesale subsidiary. Each producer for commercial lines or group benefits will run their book like it's their own business. Client provides very strong services and marketing support while maintaining an independent culture. Each book of business mirrors the respective producer. There is strong focus on: An exceptional benefits broker to lead and build the benefits department. A producer to build the environmental practice. A producer to build the healthcare practice. Client will hire for all other niche and business segments. Producers are encouraged to also bring in their team and support staff. Producers must have a current book of at least \$500K revenue. Compensation is directly related to your current track record

and book size. Each producer must command at least \$125K to be considered. To advance your career, contact Brad Barick at 715.341.4900 or brad@pointpartners.biz for more information.

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

A strong regional insurance brokers located in Central NJ is seeking solid production talent for new commercial insurance or group benefits business development. Business accounts 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 business and develop strong, front-end relationships with clients. Client will purchase books of business and/or agencies. Client pays expenses and competitive commissions. Candidates should be prepared to discuss a conservative business development plan for 2010. 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 or Group Benefits (\$75K - \$250K)
Greater New York City Area, NY**

A world-class leader in the insurance broker arena has a production opportunity in the Greater NYC area. This producer will interface with middle market business to develop strong, front-end relationships with clients. 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. Client will purchase books of business and/or agencies. Candidates will also 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)

Southern NJ / Eastern PA

Solid production and sales management talent wanted in the Southern, NJ/Eastern, PA/Delaware territory for new commercial insurance and group benefits business development. Business accounts 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 business and develop strong, front-end relationships with clients. Client will purchase books of business and/or agencies. Client pays expenses and competitive commissions.

Candidates should be prepared to discuss a conservative business growth and development plan. Base compensation is contingent upon career track record. Contact Brad Barick 715.341.4900 or brad@pointpartners.biz for more information.

**Producer - Group Benefits
Southeastern, WI**

A strong regional insurance broker in Southeastern Wisconsin has a challenging career opportunity for a producer. The company provides very strong support and service and allows you to spend virtually 100% of your time generating new group benefits business. Producer will interface with middle market business to develop strong, front-end relationships with clients. Client will purchase books of business and/or agencies. The desirable candidate will have at least 3 years experience selling group benefits with a broker and/or direct writer; will exhibit a very strong track record, strong technical knowledge of group healthcare and voluntary products. Base compensation is contingent on track record, past compensation and potential sales. Paid expenses, strong commission plan and excellent company benefits are provided. Call Brad Barick, 715.341.4900 or email him at brad@pointpartners.biz for more information.

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

Commercial insurance broker in the Northwest is expanding their "wet" marine construction insurance book. Develop "wet" marine construction business focusing on middle market and large accounts. This is an owner/partner opportunity. Interface with account managers, marketing, claims and loss control support functions. Client will purchase books of business. Strong experience in commercial marine construction, construction or marine insurance business, business development, production underwriting and/or marketing. BS degree is required; designations - CPCU, ARM, CRM, CIC are preferred. Compensation is congruent with experience. Client pays salary, commissions, bonus, all expenses and provides excellent benefits. Contact Brad Barick now at 715.341.4900 or brad@pointpartners.biz for more information.

**Production Underwriter-Commercial Lines (Up to \$100K +)
Atlanta, GA**

Posted by Hollinger Jobs as of 3/25/10 A+ property & casualty insurance carrier is seeking a Commercial Lines Production Underwriter-Addition to staff. The Production Underwriter will be responsible for underwriting profitable business and marketing to agents within the assigned territory. The Production Underwriter will be responsible for all facets of territory management. Qualified

candidates must have a proven current background with underwriting and marketing general liability, workers compensation, commercial auto, inland marine and umbrella accounts within the middle to large marketplace(\$100K-\$1M+ premium size accounts). Meet business production targets by building strong relationships and implementing and developing agency management strategies. Will utilize account management principles to maintain large risk relationships and perform other duties as assigned. Qualified candidates must have a minimum of 8 years direct commercial underwriting and marketing, proven background growing books of business and agency development, middle to large market account background and large deductible, retros and other related advanced underwriting concepts. College degree a plus. Designations helpful. \$90K - \$100K + bonus and excellent benefits package. 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.

Professional Liability Underwriting Executive (To \$175K + Bonus)

Princeton, NJ

A rated, Billion dollar insurance carrier with a founded reputation in Property/ Casualty and Specialty insurance has an immediate need within its Professional Liability operations. This organization is looking for an underwriting manager to head all professional liability. Solid leadership skills with a demonstrated track record of leading groups of people required. This position will grant the right underwriting executive a high level of authority and autonomy in a production oriented environment. Technical experience in professional lines (errors and omissions, lawyers, technology, miscellaneous professional and management liability). Risks would be preferred. Familiarity with wholesale distribution partners will also be a plus. This is a very rare opportunity within this operation that will help lead the expansion of this division to double in the next 18 months. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com. www.insurancerecruitersusa.com

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

Posted by Hollinger Jobs as of 3/25/10 www.hollingerjobs.com. Our client, a well-established Wholesaler Broker & MGA is seeking a Wholesale Healthcare Program Manager to manage and develop their growing 10MM premium business Healthcare Program. This position is responsible for the production of new accounts and maintaining renewals consisting of but not limited to medical malpractice and allied healthcare. Established retail agency relationships with carrier

market knowledge required. The ideal candidate must have a thorough knowledge of risks and coverage's related to Healthcare/Medical clients, professional liability and new business production. Qualified individuals will have 10-15+ years of strong P&C background along with a solid understanding and grounding in professional liability, with a focus on sales, marketing and service. Excess and Surplus Lines background required. Underwriting background helpful. In addition, the candidate will have a history of existing relationships in the Healthcare/Medical community. Candidates with books of business to move and/or not restricted by non-competes encouraged to apply. Qualified individuals are expected to have any of the following: degree, MBA, CPCU, RPLU and/or other designations. Compensation will be determined upon experience and will range from \$90K - \$125K+ (DOE)+ bonuses/commissions, benefits and work from home office arrangement. [Please respond in confidence with your resume to jobs@hollingerjobs.com or jalieberman@hollingerjobs.com or you may contact Jim Lieberman at 1.732.247.5656](mailto:jobs@hollingerjobs.com) re: Advisen Jobs.

**Property Casualty Program Executive (To \$275K)
New York, NY**

International insurance group seeks to expand its presence in the program arena. This highly profitable organization is well capitalized with a significant distribution system. This person should possess significant leadership skills and will develop to be the face of Program for this organization. This position has profit and loss responsibility and the appropriate executive will champion the success of this division. Having a solid rolodex of agents, brokers, MGA's and PA's is expected. This individual will design the strategy that will take this operation to industry prominence. You will lead the teams that make the decisions of who will get the pen and with how much authority, provide high visibility at industry meetings such as AAMGA, Napslo and Target Markets and oversee the underwriting teams that evaluate and price new program opportunities. To \$275K DOE plus equity and bonus. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com. www.insurancerecruitersusa.com

**Property Claims Manager (\$120K)
Orlando, FL**

This is a recognized leader in the property & casualty claims industry. This independent adjusting firm is looking for leadership in the commercial and personal lines property adjusting market. You must have demonstrated leadership experience in designing work flow for staff and creating an environment of high performance. This position will set out the business strategy; manage its execution and results. The best candidate will have a strong property adjusting background

in both personal and commercial and have industry contacts to create opportunities for growth. Catastrophe experience would be a must. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com. www.insurancerecruitersusa.com

**Property Underwriter - Terrorism
Atlanta, GA**

Our client, an A rated specialty insurance company seeks a Property Underwriter who will focus on terrorism coverage. Ideal candidate will have 2-7+ years property insurance company and/or brokerage experience. Send resume to Rob Newman.
rnewman@smithhanley.com.

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

Posted by Hollinger Jobs as of 3/25/10 www.hollingerjobs.com.
Successful and well established excess and surplus lines brokerage and mga is seeking an addition to staff, a Regional Sales Manager to develop the New York State/Vermont Region. The successful candidate will come from an excess and surplus lines brokerage firm in a broker role or carrier in a production underwriting role with commercial multi line property and casualty and/or mix of professional liability coverage expertise. The Regional Sales Manager will be responsible for developing retail agency relationships and growing New York State/Vermont (excluding New York City and Long Island). Proven background in a sales and new business production capacity focusing on excess and surplus lines coverage's. Wholesale brokers with non-competes and/or books of business that can be moved strongly encouraged to apply. Candidates must have strong retail agency relationships. This is a work from home opportunity with the potential to open a new office with additional staff based on production. Strong back office support in place to service accounts. Excellent opportunity with well respected wholesaler that can provide professional growth and advancement based on performance. Compensation includes base salary \$90K-\$100K minimum base + (DOE) including bonus plan and benefits. Please submit resumes to Jim Lieberman, Sr. Recruiter at jalieberman@hollingerjobs.com re: **[Advisen Jobs](#)**.

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

Posted by Hollinger Jobs as of 3/25/10 www.hollingerjobs.com
Successful and well established excess and surplus lines brokerage and mga is seeking an addition to staff, a Regional Sales Manager to

develop the Mid-Atlantic Region. The successful candidate will come from an excess and surplus lines brokerage firm in a broker role or carrier in a production underwriting role with commercial multi line property and casualty and/or mix of professional liability coverage expertise. The Regional Sales Manager will be responsible for developing retail agency relationships and growing the Southern New Jersey/Eastern Pennsylvania/Delaware Region. Proven background in a sales and new business production capacity focusing on excess and surplus lines coverage's. Wholesale brokers with non-competes and/or books of business that can be moved strongly encouraged to apply. Candidates must have strong retail agency relationships. This is a work from home opportunity with the potential to open a new office with additional staff based on production. Strong back office support in place to service accounts. Excellent opportunity with well respected wholesaler that can provide professional growth and advancement based on performance. Compensation includes base salary \$90K-\$100K minimum base + (DOE) including bonus plan and benefits. Please submit resumes to Jim Lieberman, Sr. Recruiter at jalieberman@hollingerjobs.com re: **Advisen Jobs**.

**Regional Underwriting Manager (Up to \$115K +)
NY**

Posted by David J. [Hollinger](#) Associates, Inc **as of** 3/25/10 www.hollingerjobs.com. Our client, an A rated carrier, seeks a Regional Underwriting Manager for their Long Island office. This is a Commercial lines position (all-lines) with a small account (to \$150K premium) focus, and is responsible for a staff underwriting in multiple states. Duties include developing and implementing strategic initiatives, reviewing and exercising approval of risks, monitoring large loss reports, loss trends, and other financial reports, and assisting in coordinating Agent, Commercial Wholesaler, and Home Office identification of market opportunities and market detractors to increase market share, as well as making recommendations on pricing levels, product coverage enhancements and development of new products. Additional duties include directing performance reviews and recommending corrective actions based on results, as well as, developing and implementing programs to prepare personnel for increasing levels of authority and responsibility by coaching and mentoring. The ideal candidate will have 8+ years of commercial lines underwriting and 3+ years of supervision/management experience. Degrees/designations expected. Compensation is Salary \$95K - \$115K, DOE + bonus. **Please submit your resume in confidence to** [John R. Huttner](#), President David J. Hollinger Associate Inc. **at** jrhuttner@hollingerjobs.com **or** jobs@hollingerjobs.com, **or you may contact John Huttner directly at** 1.732.247.5656 re: **Advisen Jobs**.

Reinsurance Accountant (\$80K - \$100K)

Hollywood, FL

Property casualty insurance company seeks solid technical Accountant to lead the reinsurance accounting responsibilities. The primary responsibility is to ensure that all ceded reinsurance transactions are accounted for and reported in accordance with GAAP and statutory accounting provisions. You will be responsible for communication to internal business managers and reinsurance companies. You will have experience in communications, reinstatement, premium calculations, adjustable commissions, schedule F review, ceded reinsurance, interrogations and ceded reinsurance notes review for annual statement. This is a highly successful carrier with opportunity for growth. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com. www.insurancerecruitersusa.com

Safety Loss Control (WC) Engineer (\$75K - \$90K)

NJ,

Posted by Hollinger Jobs as of 3/25/10 www.hollingerjobs.com. Our client, an established and growing regional brokerage firm, seeks a Safety Loss Control Engineer. Candidate must have a sound proficiency in casualty loss control skills, with an emphasis on worker's compensation. This position is responsible for providing risk improvement consultation to commercial customers. The primary focus of this position will be the successful execution of consultative based servicing and risk engineering services to clients to positively impact their loss ratio and deliver value that influences their insurance buying decision. In addition, on-site visits of existing and prospective customers will be conducted and comprehensive reports will be completed that evaluate hazards and controls for adequate risk selection, pricing, and application of underwriting techniques leading to profitable growth.. Qualified candidates will have a minimum of 7 years progressive experience in worker's compensation, safety programs, casualty and property insurance risk control and loss prevention functions, primarily focused on evaluating hazards and controls. Degrees/designations expected. Compensation is Salary \$75K - \$90K, DOE. Please submit your resume in confidence to John Huttner at jrhuttner@hollingerjobs.com or jobs@hollingerjobs.com, or you may contact John Huttner directly at 1.732.247.5656 **re: Advisen Jobs.**

Sales Leader - Commercial Lines (\$250K +)

Dallas, TX

Client is a national broker with over 100 years of history serving large, middle market and Fortune 1000 accounts and has a flat operating model with focus on being the leading broker. Lead and

grow a \$20M revenue profit center as an executive director and producer where all employees are engaged. Specialties currently include: Energy & Marine, Construction & Surety, Healthcare, Transportation, Public Entity and Financial Services. Emphasis of this position is on new production. Accountability will include setting the course for major revenue growth, client retention and profitability, while expanding specialties. As a basic credential, must have built and currently control a book of at least \$1M P&C revenue in a broker/agency environment. Will have a track record of leading significant organic and M&A growth with operational success as well as personal production success. Client offers a comprehensive and unlimited compensation program including an outstanding bonus based on growth, profitability and production. Sign-on bonus, stock options and relocation costs may be offered. Call Brad Barick at 715.341.4900 for more information, or email him at brad@pointpartners.biz

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

Posted by Hollinger Jobs as of 3/25/10 www.hollingerjobs.com. Our client is a well established insurance brokerage firm in the New York/New Jersey area. In order to meet their growing needs we are recruiting for additional Sales Professionals for their Property and Casualty Commercial Lines Unit. The Producers will be expected to establish relationships, open new markets, generate new business revenues and build a strong book of business. The company provides excellent sales leads and outstanding technical and service support, all while enjoying a collegial team atmosphere. Product offerings include a full range of mid to large size account services, risk management account services and established programs. This is an exciting, growth-oriented opportunity for producers who are looking to build upon their existing strengths and build their book of business. The right candidate will have a proven track record of sales and production, as well as, excellent communication and relationship building skills. A BS/BA is required along with appropriate insurance designations. The firm offers a competitive compensation up to \$125K base+ and a solid commission structure. Please submit your resume in confidence to jobs@hollingerjobs.com or jalieberman@hollingerjobs.com or call Jim Lieberman at 732.247.5656 re: Advisen Jobs.

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

Company is an outstanding, stable, and innovative leader in providing Boiler & Machinery Reliability Engineering services for clients worldwide and has never experienced a lay-off. Must know, and have,

B&M technical engineering and consulting experience in Heavy Industry, e.g. utilities, energy, pulp & paper and/or steel industries. Will conduct machinery and equipment surveys to evaluate plant operations, identify potential failure exposures, maintenance and testing programs, recommend program enhancements and corrective action, compliance with state and local boiler and pressure vessel laws, etc. Will provide B&M reliability engineering consulting services such as: equipment based risk analysis, equipment preventive/predictive maintenance reviews, ASME code consultation, jurisdictional compliance (not inspections), risk improvement, loss estimates, insurance company recommendation review, claims consultation, loss mitigation, etc. Must have at least 10 years B&M engineering experience with companies such as HSB, FM, IRI, Travelers, Zurich, Marsh, Aon, etc. and an engineering degree (ME, ChE, IE, EE, etc.). Must be willing to work from your home office (located near any major city in the eastern U.S.), and be able to travel up to 40% for both domestic and international business. Salary range is \$90K - \$115K plus bonus to 15%. Company provides excellent benefits, e.g. – pays 99% of family health insurance premiums. Contact Brad Barick at 715.341.4900 or brad@pointpartners.biz for more information.

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

Midwest

Posted by Hollinger Jobs as of 3/25/10 www.hollingerjobs.com.

Financially strong property and casualty carrier is seeking Senior Commercial Underwriters who will be responsible for underwriting new commercial primary property and casualty accounts, marketing to independent agents and assisting in the mentoring and development of junior underwriters. Qualified candidates must have minimum 10 years of primary property and casualty underwriting with current large regional and national broker relationships in the Chicago and Indianapolis marketplace and surrounding regions. Candidates interested in growth opportunities preferred. College degree/designations highly desirable. Base + bonus and excellent benefits package. Positions will be in branch offices and/or telecommuting arrangements. Please respond in confidence with your resume to jobs@hollingerjobs.com or jalieberman@hollingerjobs.com or you may contact Jim Lieberman at 1-732-247.5656 re: Advisen Jobs.

Senior Executive - Commercial Insurance (\$250K +)

Dallas, TX

Client is a national broker with over 100 years of history serving large, middle market and Fortune 1000 accounts and has a flat operating model with focus on being the leading broker. Lead and grow a \$20M revenue profit center as an executive director and

producer where all employees are engaged. Specialties currently include: Energy & Marine, Construction & Surety, Healthcare, Transportation, Public Entity and Financial Services. Emphasis of this position is on new production. Accountability will include setting the course for major revenue growth, client retention and profitability, while expanding specialties. As a basic credential, must have built and currently control a book of at least \$1M P&C revenue in a broker/agency environment. Will have a track record of leading significant organic and M&A growth with operational success as well as personal production success. Client offers a comprehensive and unlimited compensation program including an outstanding bonus based on growth, profitability and production. Sign-on bonus, stock options and relocation costs may be offered. Call Brad Barick at 715.341.4900 for more information, or email him at brad@pointpartners.biz

**Senior Fire Protection Engineer (\$100K - \$120K)
Southeast or Midwest US**

Company is a specialist in providing fire protection engineering services for Fortune 1000 clients around the world. Candidate will; provide fire protection engineering and risk management consulting services for heavy industries, such as pulp & paper, steel, utilities, etc.; assist client companies around the world in avoiding and minimizing losses that can lead to property damage and business interruption and provide technical support and develop timely reports on respective projects. Must have an engineering degree (ME, ChE, EE, IE) and a minimum of 7 years experience in fire protection engineering and loss control for heavy industries. Able to travel up to 40% overnight on domestic and international business. Current working knowledge of FM standards. Client provides laptop, cell phone, business expenses and a fully paid health insurance program, plus other strong benefits. Compensation for the well qualified candidate will include a base salary of \$100K - \$120K, bonus to 15%, and excellent benefits. Prefer candidates currently living in the Eastern or Midwest US, e.g. Atlanta, Charlotte, or Chicago. Contact Brad Barick, brad@pointpartners.biz or 715.341.4900 for more information.

**Senior P&C Broker (To \$125K)
Long Island, NY**

Our client, a well respected insurance broker, seeks to add a Senior Account Manager to their commercial insurance team. Ideal candidates will have 10+ years experience with multi line accounts including retro rating plans for large lines, fiduciary, executive risk, foreign packages, deductible-self insured retention-alternative cash flow programs. You will be responsible for design and marketing

strategy for new and renewal business with autonomy. CPCU a plus, document management system a plus, saggita experience preferred. Great company – benefits, bonus opportunity, committed to their employees. Send resume in confidence to Karen McCorkindale.
kmccorkindale@smithhanley.com

**Senior Surety Broker / Program Mgr. / Und. (\$100K - \$130K)
East**

Posted by Hollinger Jobs as of 3/25/10 www.hollingerjobs.com. Our client, an established Wholesale broker / MGA is seeking a Sr. Surety Broker / Program Mgr. / Und. to start up and build a Surety Program, working in conjunction with senior management. The successful candidate will be responsible for building a team, developing surety markets & producing business from an existing broker base. Growth of book will enable the Program Mgr. to build out the unit and hire a support team. Appropriate candidates should have a mix of strong surety skills, sales and marketing, a solid knowledge of surety coverage's and underwriting expertise. Top candidates to be considered must be upbeat, self-motivated professionals with strong business development skills. Surety Brokerage candidates with a background placing surety business will be considered. A minimum of 5-10 years experience is expected. A College degree and/or designations is a plus. Compensation to \$125K DOE + additional bonus plan/benefits. This position will be located in the Northeast/Tri-Sate NY area, preferably New York City. 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 Underwriter - Engineering & Construction (To \$160K)
New York, NY**

Our client, a global insurance company seeks to add a senior member to their global Engineering & Construction team. In this position you will be responsible for day to day underwriting, negotiation and acceptance of new risks, managing post underwriting tasks and dealing with operational issues and regulatory requirements. Ideal candidate will have knowledge and experience of the construction and construction insurance market including contacts with insurance brokers. An Engineering degree, as well as the ability to travel is required. Send resume to Cheryl Tara. ctara@smithhanley.com

**Senior Underwriter - Professional Liability Programs (\$75K - \$100K Base + Bonus)
New York, NY**

Our client, a highly rated New York based specialty insurance company seeks a Senior E&O Underwriter with a minimum of five

years underwriting experience. Individual will be primarily focused on the growth of a newly established health care professional liability program book. Send resume to Andy Davis. adavis@smithhanley.com

Senior VP - IT (To \$250K + Stock / Bonus)

Non Chicago, Midwest

This top 50 insurer has grown and expanded year in and year out. They seek a senior IT pro with technical capability on both the hardware side and the software operations. This person will need to have board room prowess combined with solid hands on skills managing large staffs in a top rated insurance IT environment. To \$250K plus stock and bonus. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com.
www.insurancerecruitersusa.com

**Transportation Program Manager / Underwriter, (Up to \$125K)
New York City / New Jersey**

Posted by Hollinger Jobs as of 3/25/10 www.hollingerjobs.com

Established wholesale brokerage and MGA firm is seeking an addition to staff, a Senior Broker, Transportation and Trucking in the New York/New Jersey/Philadelphia Region to start up a new Transportation Unit. The successful candidate, working in conjunction with senior management, will be responsible for developing transportation/trucking markets and producing business from an existing broker base. Growth of book will enable the Sr. Broker to build out unit and hire support team. Appropriate candidates should have a mix of sales and strong technical skills, solid knowledge of transportation coverage's and solid underwriting expertise. Candidates must be an upbeat, self-motivated professional with solid business development skills. Retail Brokerage candidates with a background placing transportation business will be considered. College degree and/or designations a plus. Compensation to \$125K DOE + additional bonus plan/benefits. 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 Manager - Casualty (\$100K - \$125K)

Los Angeles, CA

Our client a rapidly growing, highly rated, specialty insurance company seeks an underwriting manager with E&S casualty experience. The ideal candidate will have 7+ years underwriting Commercial General Liability and Commercial Auto product lines. Business will be focused on middle market accounts. Send resume to Andy Davis. adavis@smithhanley.com

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 Senior Product Specialist Auto (To \$165K)

NY, CA, IL

Our client, a global insurance company seeks a specialist who will be responsible for product management for the Motor/Auto treaty line of business. This position will have responsibility for ensuring high quality underwriting and product management; providing expertise in analyzing exposures, proposing underwriting policy, identifying profitability improvement opportunities and handling referrals with treaty desk underwriters. The Specialist will also contribute to portfolio monitoring and reporting, new guideline proposals, product development initiatives, knowledge transfer/expansion initiatives, audits and Casualty projects. The Specialist supports the global Motor/Auto line leader in developing product strategies and in implementing global and local strategies. The ideal candidate will have an Undergraduate degree preferably in a technical discipline and a minimum of 10 years of Motor/Auto experience. Candidate must be willing and able to travel. Experience developing and executing underwriting strategies is required. Send resume to Cheryl Tara.
ctara@smithhanley.com