

Who's hiring in this market? Diamond State Group, Hays Companies, Hudson Insurance Company, OneBeacon Insurance Group, Penn – America Group, Travelers and United American Insurance Group are posting open positions here together with jobs posted by Hollinger Jobs, International Insurance Consultants, Platinum Search Group and Smith Hanley. Advisen publishes 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 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.

POST A JOB

Advisen.com clients post jobs here for free; non-clients pay \$250 to post a job. Contact jobpostings@advisen.com to post a job.

NEW! LOOKING FOR CANDIDATES?

Advisen's monthly Jobs Wanted column now displays brief bios and descriptions for people who are seeking insurance industry roles. Visit <http://corner.advisen.com> and select People.

Which Insurance Firms are Hiring directly?

Diamond State Group
Hays Companies
Hudson Insurance Company – Hudson Financial Products
OneBeacon Insurance Group
Penn - America Group
Travelers
United America Insurance Group

Which Insurance Recruiters use Advisen to reach you?

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

TO POST A JOB, contact jobpostings@advisen.com

CBIZ Insurance Services, Inc.
Sr. Vice President, Risk & Consulting
Columbia, MD or Plymouth Meeting, PA

As of August 28, 2009

Description: This senior position provides guidance and makes decisions on risk management issues affecting the organization. Essential Functions & Primary Duties: Achieves strategic objectives, ensuring effective hazard (typically insurable risks) risk management for the organization and supervising, leading and/or directing key risk stakeholders. Reports findings on risk exposures to senior executives and/or the organization's board of directors, and implements strategies to manage insurable and/or hazard risks. Owns the process of identifying, measuring and managing insurable or hazard risks, developing reports and plans, and analyzing risk/insurance problems and defining and/or overseeing the implementation of the risk solutions that help optimize operations. Monitors and analyzes risks within the company's business units and reports on these risks to the Board. Chairs or provides key inputs into the company's enterprise risk or other committee that oversees the enterprise risk management process and ensures alignment with organizational objectives. Maintains responsibility of Insurance and Risk Management and/or Business Continuity Planning activities for the organization. Provides risk management support and assistance to the CBIZ Mid Atlantic Property Casualty sales and service operations. Prospect/client presentations, demonstrations, webinars, seminars, technical assistance for the sales force, etc. Handles and/or directs the service plans for complex risk management projects and/or accounts/prospects. For example: analysis of insurance programs, analysis and preparation of loss sensitive plans, captive placements/formations, etc.

Requirements: BA/BS degree in Business or related curriculum. 10 years experience with progressive responsibilities in risk management. Property and Casualty Insurance license. CPCU and/or CIC; ARM and/or CRM designations. EOE/M/F/V/D

Send resume, including cover letter and salary requirement, to dlcumbhr@cbiz.com

Diamond State Group
Senior Underwriters – Professional Liability Brokerage
Bala Cynwyd, PA; Los Angeles, CA
As of August 19, 2009

Description: Diamond State Group is the brokerage business unit of United America Indemnity, Ltd., a premier commercial E&S and specialty lines insurance group. Its target is mid-size and large

commercial excess and surplus lines accounts distributed through professional independent wholesale brokers that require specialized underwriting expertise. The Brokerage Division underwrites: primary general liability, excess, umbrella, commercial automobile, commercial property, inland marine and professional liability lines of business. The insurance companies of its member groups are "A" rated by A.M. Best. Diamond State Group is currently seeking a Senior Underwriter, Professional Liability, to work in our corporate office in Bala Cynwyd, PA and a Senior Underwriter, Professional Liability, to work in our Los Angeles, CA 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 Professional Liability product lines that will drive the continued development, profitability and growth of this organization; Responsible for managing pricing objectives, profit improvement, profit improvement opportunities and combined loss ratio results; Direct the underwriting risk section and underwriting process; Provide technical advice, council and expertise in the development of the underwriting staff; Collaborate with the company's Underwriting, Actuarial, Reinsurance, Systems, Claims and Legal functions; Manage all aspects of the brokerage relationship including visitation to present our products and underwriting appetite, develop relationships, production and profitability; 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.

To apply for this position, please contact Rebekah Berry at rberry@uai-group.com

Diamond State Group
Underwriting Assistant - Casualty Brokerage
Chicago, IL

As of August 19, 2009

Description: Diamond State Group is the brokerage business unit of United America Indemnity, Ltd., a premier commercial E&S and specialty lines insurance group. Its target is mid-size and large commercial excess and surplus lines accounts distributed through professional independent wholesale brokers that require specialized underwriting expertise. The Brokerage Division underwrites: primary general liability, excess, umbrella, commercial automobile, commercial property, inland marine and professional liability lines of business. The insurance companies of its member groups are "A" rated by A.M. Best. 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: A college degree or 2 - 3 years experience in an underwriting department of an insurance company. Insurance related coursework beneficial; Strong organizational skills; 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.

To apply for this position, please contact Rebekah Berry at rberry@uai-group.com

Hays Companies
Property and Casualty Account Manager
Phoenix, AZ
As of August 27, 2009

Description: After 15 years, Hays Companies continues to be one of the fastest growing privately owned full service brokerage firms in the U.S. We provide services in all major risk management and insurance coverage disciplines, employee benefits and retirement planning for businesses of all sizes. We strive to be the premier insurance brokerage, focused on building client partnerships. Our structure and entrepreneurial spirit allows us to make decisions based on what is best for each client. We currently have a position open for a Property and Casualty Account Manager in our Phoenix, Arizona office. The ideal candidate is a motivated insurance professional with 5 years experience working with middle market / large agency accounts. The Account Manager provides technical assistance in order for the client team to deliver consistent Service Excellence. Primary responsibilities include: Gather, review and organize information to complete submissions and applications for new and renewal business. Perform day-to-day customer service consultation and account management. Program Marketing and Underwriting Management. Accurately prepares, processes, reviews and monitors various documents such as certificates of insurance, Auto ID cards, binders and Summary of Insurance, audits, endorsements, renewal information request forms, insurance specifications, proposals, invoicing, etc. Ensures policies follow coverages as quoted, proposed and bound.

Requirements: Motivated insurance professional with 5 years of experience, preferably in the brokerage industry. Current P&C license. Ability to work independently. Strong oral and written communication skills. Strong time management skills and the ability to evaluate and prioritize multiple projects/tasks to maximize the number of internal and external clients that can be assisted while maintaining a high level of customer service. Strong attention to detail. Strong computer skills in Microsoft Office products. TAM experience preferred. The Rewards: Competitive compensation. Comprehensive benefits package. Unlimited growth opportunity with a company that continues to grow and be successful after 15 years in business! We are an equal opportunity employer.

To apply for this position, please contact Steve Ward. Office address: Cambelback Road, Suite 210 Phoenix, AZ or call 602.977.3808.

Hudson Insurance Company - Hudson Financial Products
AVP / VP of Management Liability
Philadelphia, PA

As of August 28, 2009

Description: Several open positions for public, private, and nonprofit D&O for new Mid Atlantic branch, to be based in Philadelphia, that can head up and/or support a public D&O segment and a private/nonprofit D&O segment.

Requirements: 3 years minimum experience. Compensation to commensurate with experience.

To apply for this position, please contact: James J Hooghuis EVP, CUO of HFP at 212.978.2807 or jhooghuis@hudsoninsgroup.com.

OneBeacon Insurance Group
Master Underwriter
Blue Bell, PA

As of August 18, 2009

Description: OneBeacon blends a 175+ year history and financial strength with an opportunistic and dynamic culture. Our “think like owners” mindset is reinforced through true pay for performance featuring an ESOP, incentive plans and competitive base pay and benefits. Our entrepreneurial spirit showcases our employees’ deep expertise and nimble approach. This hallmark OneBeacon style

uniquely positions us within the property-casualty insurance industry. OneBeacon Insurance Group's underwriting companies offer a range of specialty and segmented commercial and personal insurance products sold through select independent agents, regional and national brokers, and wholesalers. As one of the oldest property and casualty insurers in the United States, OneBeacon traces its roots to 1831 and the Potomac Fire Insurance Company. Today, OneBeacon's U.S. headquarters is in Canton, Massachusetts. The company is publicly traded on the New York Stock Exchange under the symbol "OB". We currently have an opening for a Master Underwriter to join our OneBeacon Professional Partners team in Blue Bell, PA. This position works closely with the National Product Director and OneBeacon Professional Partners Management Team to ensure the profitability of the Design Professional Line. Responsibilities: Underwriting of Design Professional ("DP") risks and exposures, including selection/rejection of new and renewal business and mid-term transactions. Complexity can range from moderate to high dependent upon the submission. Work closely with assigned agents and brokers to continuously ensure that the agent is aware of risk appetite, meets premium expectations and has a favorable hit ratio on submissions and profitable book performance. Develop and maintain national/regional agency and client relationships through meetings and regular dialog. Underwrite accounts, sell to agents, negotiate price and decline submissions, which do not meet company standards. Serve as underwriting referral point for DP underwriters. Provide training to DP underwriters and staff. Work collaboratively with actuarial, finance, operations and claims teams in the execution of book strategy and in the identification of book opportunities. Evaluate, select, classify and rate each risk under surplus lines strategy; establish standards of coverage and amount of protection to be offered. Oversee renewal process. Price and sell/retain acceptable risks. Participate in field office underwriting peer reviews/audit on a quarterly basis. Facilitate form/rate filings as needed. This will include but is not limited to the preparation of filing packet, coordination with Regulatory Affairs in filings schedule, participation in responding to State DOI crits, communication of filing approval to agency partnerships and business solution for implementation into rate/quote/issue systems. Participation in underwriting guideline enhancements (on-going). Participation in professional trade conferences/conventions.

Requirements: Knowledge of Professional Liability products, coverage and underwriting practices. Minimum of 5 years prior underwriting experience required (including a minimum of 3 years in technical underwriting position), preferably in Architects and Engineers Liability. Strong communication, presentation, sales and

negotiation skills. Analytical skills to grasp complex issues and present to others relative to book performance, market penetration and claims trends. Ability to interpret performance indicators utilizing actuarial pricing indicators such as loss development patterns, claim frequency and severity trends and classification differentials. Knowledge of Specialty systems and manuals, including premium accounting systems, claims reporting tools and proprietary agency systems is ideal. Ability to evaluate financial reports and recognize positive/negative indicators. Excellent human relations skills to develop and maintain agency and insured relationships. Ability to coordinate work and coordinate work of others. Travel 35%.
Education and Experience: Bachelor's Degree Preferred.

To Apply: Please visit www.onebeacon.com and reference job code #36545.

Penn - America Group
Commercial Automobile Manager
Bala Cynwyd, PA
As of August 19, 2009

Description: Penn America Group is the commercial binding authority unit of United America Indemnity, Ltd. It focuses on small commercial business through a select network of more than 100 wholesale general agents, in more than 200 sites across the country. Through this network, Penn-America's member companies serve the needs of retail agents with general liability, property, and related coverages. We live by, "Our strength is in Our People." Penn-America Group is currently seeking a Commercial Automobile Manager to work in our corporate office in Bala Cynwyd, PA. Profit Center Manager accountability; with a strong expertise in the Commercial Automobile products that will drive the continued development, profitability and growth of this organization. The incumbent will be responsible for managing pricing objectives, profit improvement and combined ratio results. In addition, this individual will direct the underwriting risk section and underwriting process, planning, reporting, forecasting and business development for the Commercial Automobile lines of business. Additionally, the incumbent will provide leadership, technical advice, council 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 underwriting accountability through several direct reports; and develop key contacts within the Penn-America agency plant, reinsurance carriers and intermediaries. In addition, the incumbent and Senior

Management will participate in forming recommendations for the strategic direction of the Commercial Automobile lines of business.

Requirements: Bachelors degree desired; 10 plus years' experience in P&C profit center management with extensive experience in the underwriting and marketing of Commercial Automobile product lines through a wholesale broker and/or agency distribution system; Developed technical knowledge of underwriting, product design, rating and pricing supporting a proven record of profitable underwriting in Commercial Automobile lines business; Experience in structuring and managing facultative and treaty reinsurance; Ability to analyze markets 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 segment leaders, executives and staff in business planning, new product design, distribution channels and broker evaluation and selection. Ability to interact with business segment leaders as a general resource for corporate business issues and assist the Regional Vice President in cross functional issues as assigned; Demonstrated flexibility to react to ever-changing environments and market conditions. Demonstrated innovator not satisfied with the status quo, who actively seeks new or better methods of competence; "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.

To apply for this position, please contact Rebekah Berry at rberry@uai-group.com

Travelers
Underwriter – FPS, Central Region
Toronto, Canada
As of August 21, 2009

Description: Solid Reputation. Passionate People. Endless Opportunities. We are one of the leading insurance companies in

North America. Our superior financial strength and consistent record of strong operating returns mean security for our customers – and opportunities for our employees. You will find Travelers to be full of energy and a workplace in which you truly can make a difference. Travelers Guarantee Company Of Canada is hiring for an Underwriter, Financial Professional Services in our Central Region. He or she will report to the AVP, Financial & Professional Services within our Central Region department. He or she will primarily be responsible for underwriting and developing a book of Professional Liability insurance and additional Financial and Professional Services insurance products. Job Specifications: Underwrite new and renewal business from assigned brokers within Professional Liability team. Responsible for identifying and soliciting new business opportunities through external, self-initiated, marketing and prospecting efforts. Develop and cultivate business relationships with brokers and other key stakeholders through regular meetings to identify business opportunities and set objectives. Accountable for client selection through review of coverage requirements, pricing, risk exposures and financial analysis, including collection of appropriate underwriting information to determine risk suitability and ensuring it meets FPS underwriting guidelines. Accountable for accurate underwriting documentation/information in account management systems and adherence to documentation standards. Successfully negotiate account renewals and new business through effective communication of Travelers' competitive advantages while being conscious of market conditions and advising management of trends. Identify problems early, and be proactive in recommending a course of action to address any such concerns. Keep current on industry trends, general business news and technical knowledge, offering support to the team where possible. Actively participate as a team member by discussing underwriting concerns and issues with other team members. Contribute to a strong team environment that fosters open communication and rewards exceptional performance. Demonstrates a sense-of-urgency in prioritizing tasks and responds to brokers and other industry personnel in a clear and concise manner, demonstrating a high quality of customer service.

Requirements: A university degree and a minimum of 3 years experience in underwriting or equivalent insurance industry experience. Proven track-record of achieving profitable growth on an assigned book of business and exceeding performance measures in the areas of new business generation, rate negotiation and account retention. Working knowledge of D&O, Crime and Professional Liability risk selection, coverage, pricing, exposure analysis, and financial assessment. Ability to read and comprehend financial statements. Strong analytical, problem solving and decision-making

skills. Working knowledge of the brokerage distribution system, rating systems, policy forms and underwriting procedure. Must have strong interpersonal skills and be comfortable engaging in ongoing external marketing efforts with brokers, including product presentations. Strong customer service skills are required to develop/maintain productive broker relationships in support of business objectives. Strong oral and written communication skills with an ability to clearly communicate underwriting recommendations, taking into account Travelers' underwriting strategies and the unique exposures of each risk. Demonstrates leadership characteristics and traits by taking ownership and responsibility for decisions and outcomes, meets deadlines, demonstrates integrity and initiative. Strong computer skills, specifically Microsoft office.

To apply for this position, please contact Inna Verhovskiy at iverhovs@travelers.com, reference job ID: 2009-TO-26.

United America Insurance Group
Manager, Product Management – Workers' Compensation
Bala Cynwyd, PA
As of August 19, 2009

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, United National and Penn America, 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 Manager, Product Management - Workers' Compensation, to work in our corporate office in Bala Cynwyd, PA. This position ensures full compliance with corporate initiatives and strategies, as well as regulatory issues affecting the line of business. Facilitates and oversees the product production, maintenance of underwriting guidelines and assists in the development of new or updated rates/rules/forms as necessary. Provide technical expertise, coaching and mentoring for lines of business assigned – work with business units to execute strategies. Review and analyze bureau circulars and make appropriate decisions regarding the Company's strategies in conjunction with business units; Analyze coverage and pricing in conjunction with Underwriting Business Units and Actuarial in all jurisdictions and implement changes as warranted; Work in conjunction with Legal and the Field Offices on forms review. Act as a

point person for collaboration of the process; Coordinate Product Management projects with other Departments (Underwriting, State Filing, Claims, IT and Operations); Assist Compliance/Regulatory Unit as needed to maintain compliance and quality control; Support the policy administration project; Perform underwriting/technical audits/reviews as assigned; Contributes to overall department effort to achieve corporate initiatives.

Requirements: Ideal candidate will have a minimum of ten years of Professional Liability experience in Product Management/Development/Underwriting; Technical knowledge of D&O, Public Entity, Law Enforcement, Miscellaneous E&O, Architects & Engineers, Accountants, etc.; Excellent verbal and written communication skills are required; Computer skills – well versed in Word, Excel, and Outlook; Bachelors degree preferred; Professional Liability designation or CPCU as plus.

To apply for this position, please contact Rebekah Berry at rberry@uai-group.com

United America Insurance Group
Senior Actuarial Analyst
Bala Cynwyd, PA
As of August 19, 2009

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, United National and Penn-America, 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 Senior Actuarial Analyst - Workers' Compensation to work in our corporate office in Bala Cynwyd, PA. Requires technical competence in a variety of actuarial concepts, practices, and procedures applicable to workers' compensation. Participates in developing scope and key issues, and then develops analytical approaches and solutions. Creativity and self-direction is expected. Many analyses are repetitive or performed with some direction. Position may have supervisory responsibility for others. Lead workers' compensation ratemaking process, including analysis of state rate filings/approvals, interfacing with underwriting and product management to make filing decisions, and then interfacing with

product management and state filing to complete the rate filing; Develop price monitoring tools and support development of monthly/quarterly pricing and variance analysis; Support development of an eligibility and rate tier decision logic structure; Perform analysis of industry and internal data to refine parameter values. Ongoing monitoring and refinement; Support research and development of value added predictive modeling techniques; Support development of data bases and results analysis tools: submission/declination/quote/success trends, profitability, book mix, broker performance; Support development of loss analysis tools and large account pricing analysis tools and processes; Support development and delivery of training modules on technical topics, e.g. ratemaking, experience rating, large account pricing.

Requirements: Bachelor's degree in a related field; 3 - 5 years of relevant Property & Casualty actuarial experience, with workers' compensation emphasis; 3 - 6 CAS exams; Demonstrated investigation, analytical and presentation experience; Demonstrated experience in development of new approaches and applications to problem solving; Demonstrated accountability and responsibility for getting things done.

To apply for this position, please contact Rebekah Berry at rberry@uai-group.com

United America Insurance Group
State Filing Analyst - Workers' Compensation
Bala Cynwyd, PA
As of August 19, 2009

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, United National and Penn America, 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 State Filing Analyst - Workers' Compensation, to work in our corporate office in Bala Cynwyd, PA. Accountability for preparing and executing filings at the direction of the State Filing Manager. Assisting and supporting the department with respect to the process of filing and maintaining all company rates, rules and forms in conjunction with the respective state insurance departments and

bring to a proper closure. The filings would include all new product filings and any revisions to current products. Coordinate and collaborate filings with Product Management, Underwriting and Actuarial to ensure accuracy and timeliness. The incumbent will: Prepare, submit and maintain approvals for all rate, rule and forms filings; Collaborate with Product Management, Underwriting and Actuarial to compile information required to submit filings that would be in compliance with state requirements; Respond to Insurance Department inquiries and objections (in conjunction with Product Management, Underwriting and Actuarial), negotiate to obtain approvals for all filings; Track the status of all filing activity and provide notification internally of approvals and disapprovals; Prepare state manual exception pages as directed by the Manager; Maintenance of Workers Compensation, Independent Bureaus, ISO and Bureau filings; Act as liaison with ISO, NCCI and various state rating bureaus regarding state filing issues; Research filing related bulletins, regulations and statutes; Perform research regarding filings or regulatory/compliance issues as assigned.

Requirements: Knowledge of Workers Compensation, Property and Casualty lines of business; Strong verbal and written communication skills are required; Computer skills – well versed in MS Word, MS Excel, MS Outlook, Adobe Acrobat, SERFF, Florida I-File, Louisiana CRAFT system, and ImageRight; Working knowledge of NCCI and independent bureaus; Ability to multi-task in order to meet deadlines set; Skills to work accurately with detailed numerical information and complexity of filing forms; Ability to work independently and as a team player; Strong problem solving skills; Ability to work with minimal supervision.

To apply for this position, please contact Rebekah Berry at rberry@uai-group.com

INSURANCE RECRUITING POSITIONS

Which Insurance Recruiters are posting positions on Advisen here?

Hollinger Jobs

John R. Huttner at 1.732.247.5656 or jrhuttner@hollingerjobs.com

James A. Lieberman at 1.732.247.5656 or

jalieberman@hollingerjobs.com

Fran Kaye at 1.732.247.5656 or direct 704.788.1470 or

frankaye@hollingers.com

International Insurance Consultants, Inc.

Ray Crowley at 954.421.0122 or ray@iicuri.com
Glenn Wootton at 954.421.0122 or glenn@iicuri.com

Platinum Search Group, Inc.
Brad Barick at 715.341.4900 or brad@pointpartners.biz

Smith Hanley Associates LLC
Andy Davis at 203.319.4300 x228 or adavis@smithhanley.com
Sean deGroot at 203.319.4300 x226 or sdegroot@smithhanley.com
Karen McCorkindale at 203.440.1875 or
kmccorkindale@smithhanley.com
Cheryl Tara at 203.319.4300 x229 or ctara@smithhanley.com

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

Posted by Hollinger Jobs as of 8/11/09 www.hollingerjobs.com. Our client, a well-established Regional Broker, seeks a Practice Leader to manage and develop their Medical/Hospital practice for the NJ - NY area. This position is responsible for managing a 10mm+ book of business, managing the accounts team, and for the production of both new business and renewals. Qualified individuals will have 10 - 15+ years of strong P&C background along with a solid understanding and grounding in professional liability. This position deals with all sales and service issues involving Physicians, Hospitals, Life Sciences and manufacturing of Medical devices, etc. The ideal candidate must have a thorough knowledge of risks and coverages related to Healthcare/Medical clients, as well as, a thorough knowledge of the carrier and wholesale broker marketplace related to same. In addition, the candidate will have a history of existing relationships in the Healthcare/Medical community. Qualified individuals are expected to have a degree, MBA, CPCU, RPLU and/or other designations. Compensation will be determined upon experience and will range from \$125K - \$175K, DOE + bonuses. In addition the firm pays competitive new business and renewal commissions. Please submit your resume in confidence to John Huttner at jrhuttner@hollingerjobs.com or jobs@hollingerjobs.com, or you may contact John Huttner directly at 1.732.247.5656 re: Advisen Jobs.

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

Posted by Hollinger Jobs as of 8/11/09 www.hollingerjobs.com. Regional long standing retail insurance agency in the Midwest is seeking a results driven Producer who under a specific timeline will transition into partnership and management with the firm's current ownership. The retail broker with over 75 years of service, is seeking

an individual with a minimum of 4 years of either sales, marketing or production underwriting to manage an existing commercial and personal lines book and develop new commercial and personal lines business. Proven sales aptitude with a high level of self motivation and drive as well as a team player with high level of integrity required. CPCU and/or Bachelors Degree in insurance, loss control or business management a plus. Property and casualty license required. Compensation range will depend on level of experience and what successful individual can bring to the agency. Partnership opportunity is on track after 18 - 24 months of production. Individuals with ability to move a book of business, compensation and partnership opportunity will be structured accordingly. Personal Lines Producers with interest and/or ability to cross sell will be of interest. Full Benefits package including paid vacation/paid holidays. Expectations range from \$50K - \$100K (Range for first year). Please respond in confidence with your resume to jobs@hollingerjobs.com or jalieberman@hollingerjobs.com or you may contact Jim Lieberman at 1.732.247.5656 re: Advisen Jobs.

Brokerage Sales (to \$125K base +)

NY / NJ Area

Posted by Hollinger Jobs as of 8/11/09 www.hollingerjobs.com. Our client is a well established insurance brokerage firm in the New York/New Jersey area. In order to meet their growing needs we are recruiting for additional Sales Professionals for their Property and Casualty Commercial Lines Unit. The Producers will be expected to establish relationships, open new markets, generate new business revenues and build a strong book of business. The company provides excellent sales leads and outstanding technical and service support, all while enjoying a collegial team atmosphere. Product offerings include a full range of mid to large size account services, risk management account services and established programs. This is an exciting, growth-oriented opportunity for producers who are looking to build upon their existing strengths and build their book of business. The right candidate will have a proven track record of sales and production, as well as excellent communication and relationship building skills. A BS/BA is required along with appropriate insurance designations. The firm offers a competitive compensation up to \$125K base+ and a solid commission structure. Please submit your resume in confidence to jobs@hollingerjobs.com or jalieberman@hollingerjobs.co or call Jim Lieberman at 732.247.5656 re: Advisen Jobs.

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

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

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

Our client, a leading property and casualty insurance company seeks a Property Underwriter who will provide leadership to the Products Underwriters in his/her team ensuring a high quality of underwriting and a high service quality for referrals. This position manages and motivates the team to achieve its objectives, is responsible for performance management and career development and promotes industry specific underwriting quality and sharing of underwriting know how with the group. Ideal candidate will have 10 - 15 years Property Underwriting experience and the ability to manage and work with a global team. Send resume to Cheryl Tara at ctara@smithhanley.com.

**Client Manager / CSR (\$65K - \$85K)
West Palm Beach, FL**

This client is a well-established, independent agency that has access to virtually every major market for its diverse client base. Candidate will be the lead service person for a \$1M revenue (\$10M premium) book of manufacturing, contractor and general business. These are large, middle market accounts which require client facing activity. Candidate will take over and manage all service for clients including marketing functions; will fill “gaps”, round accounts, handle new and renewal business. Qualified candidates will have over 5 years experience managing all facets of middle market accounts, have very strong working knowledge for all lines of business – P&C, D&O, E&O, builders risk etc. A four-year college degree and industry designations, such as CPCU, CIC, ARM, AU are very desirable. Willing to live in the West Palm Beach, FL area; relocation assistance is available. Compensation commensurate with experience, bonus eligible, excellent benefits. Contact Brad Barick at 715.341.4900 or brad@pointpartners.biz for more information.

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

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

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

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

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

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

markets and the flexibility to create unique insurance programs for clients. Business will range from \$5K - \$100K in revenue. Client provides strong service and support to allow producers to spend virtually 100% of their time generating new commercial or group benefits business and develop strong, front-end relationships with clients. Client will purchase books of business and/or agencies. Most important is a strong sales track record of middle market insurance business regardless of "years of experience". Candidates should be prepared to discuss a conservative business development plan for 2009 and make the assumption there are services, support and markets for your designated business segments. Base compensation is contingent upon past track record, book of business and sales potential. Contact Brad Barick 715.341.4900 or brad@pointpartners.biz for more information!

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

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

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

Posted by Hollinger Jobs as of 8/11/09 www.hollingerjobs.com. Our client is one of the largest, well established, highly reputable carriers in the commercial auto insurance industry. They are leaders in a variety of transportation programs which include fleets, long hall trucking, auto, garage and cargo. They seek an experienced manager to join their growing team which consists of a unit of 8 associates, underwriters and Sr. underwriters. The preferred candidate will have

management experience, knowledge of transportation programs and be a hands-on underwriting manager. Relocation is available. Salary is \$80K - \$100K. Please submit your resume in confidence to jobs@hollingerjobs.com or frankaye@hollingerjobs.com or contact Fran Kaye directly at 704.439.4432 re: Advisen Jobs.

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

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

**D&O Broker (\$100K - \$125K)
Long Island, NY**

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

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

Client is a rapidly expanding Life Settlements organization, which has created this Director of Sales (DOS) position to interface with senior management and be responsible for management of the inside sales staff including hiring, training, mentoring, performance evaluation. DOS will lead/supervise the sales division, develop guidelines, protocols and assist in the closing process. He/She will be involved with compliance, legislation, regulatory issues. The successful candidate will have strong knowledge and experience relative to internal wholesale sales, life insurance products, life insurance sales.

He/She will have a strong track record in training and developing sales staff, and will be passionate about quality and service. Candidates must have the experience to command six figure income. Client provides an excellent bonus and benefits program. For more information, contact Brad Barick at 715.341.4900 or brad@pointpartners.biz.

Distribution Management / Agency Management (\$125K - \$150K)

Baltimore, MD / Washington, DC

This is an A rated commercial P&C carrier that differentiates itself with quality services and products. The company results are excellent and they pride themselves on superior agency relations. This is a strategic marketing role reporting to the President. You should have demonstrated success in agency agreements, agency profit sharing, agency incentive plans, relationships management, internal and external marketing communications. The right candidate will have a detailed personality and an affinity for strategic vision. This position will contribute directly to the future of this insurance company. You will have a seat at the executive table. \$125K - \$150K plus bonus/equity. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com or visit www.insurancerecruitersusa.com.

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

Philadelphia

Posted by Hollinger Jobs as of 8/11/09 www.hollingerjobs.com. Highly rated, financially sound P&C carrier has addition to staff position for an Enterprise Risk Management Consultant in Philly area. This position, reporting directly to the VP and Chief Risk Officer, will help craft corporate plans for mitigating risk throughout the organization, specifically as it applies to Underwriting Pricing discipline, Catastrophe Management, and investment exposure. Ideal candidate will have 10+ years with a primary insurance carrier with experience/strong exposure to corporate Enterprise Risk Management. Candidate should have an Underwriting/Actuarial and/or Underwriting Operations pedigree, with strong analytical abilities. Candidate must be interactive with all levels of Management, insightful, able to see above the details to the big picture, read a business plan and understand what needs to be done, and ask the right questions. Ideal candidate, coming from an Enterprise RM background, will have a broad vision of all risks impacting the enterprise. Occasional travel required. Degrees/designations expected. Compensation is \$100K - \$120K, DOE- bonus structure in place. Please respond in confidence with your resume to

jobs@hollingerjobs.com or jalieberman@hollingerjobs.com or you may contact Jim Lieberman at 1.732.247.5656 re: Advisen Jobs.

Financial Services Claims Counsel (to \$100K plus)

Hartford, CT

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

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

Eastern CT

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

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

Greater New York City Area, NY

World-class leader in the insurance broker arena has an opportunity in the Greater NYC area, providing access to the leading insurance markets and the freedom to create unique insurance programs. Major business segments include manufacturing, healthcare, retail, medical malpractice, and real estate professionals. The company wants you to spend 100% of your time generating new business. They are looking for a "RAINMAKER" to interface with middle market business and develop strong, front-end relationships with clients. Applicants must have a strong, intangible sales track record selling to "C" level executives and strong knowledge of commercial lines insurance or

group benefits. Client will purchase books of business and/or agencies. Candidates will be required to develop a business plan. Base compensation is contingent on track record, past compensation and potential sales. Paid expenses, strong commission plan and excellent company benefits are provided. Jump-start your career by calling Brad Barick at 715.341.4900, or email him at brad@pointpartners.biz today!

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

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

**Inland Marine Underwriter (\$90K - \$120K)
Boston, MA / Hartford, CT**

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

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

Greater New York City Region, NY

Posted by Hollinger Jobs as of 8/11/09 www.hollingerjobs.com. Financially strong A+ rated property and casualty insurance carrier is seeking a Product Development/State Filings Manager who will be

responsible for managing all aspects of product development, state filings, rating systems and overall management of the Product Development/State Filings Department. The Manager will be responsible for streamlining and managing the efficiency of companies filing and monitoring workflows, developing internal programs and procedures related to product development and oversee Bureau and Regulatory Affairs. Must have proven leadership and management skills. Written and communication skills must be excellent. The individual must have significant knowledge and experience with all facets of commercial line product development, bureau and regulatory process. Lines of coverage would include property, general liability, crime, inland marine, automobile, umbrella and workers' compensation. Prior leadership, supervisory or management experience is required. A college degree and/or CPCU designation are required. Please respond in confidence with your resume to jobs@hollingerjobs.com or jalieberman@hollingerjobs.com or you may contact Jim Lieberman at 1.732.247.5656 re: Advisen Jobs.

**Manager - Product Management - Workers Compensation
(\$100K - \$120K)
Philadelphia, PA**

Our client, a specialty property and casualty insurance company seeks a Product Manager - Workers Compensation to ensure full compliance with corporate initiatives, strategies, and regulatory issues. This position oversees the availability of a compliant product in production, contributes to underwriting/operational guidelines and leads in the development of new or updated rates/rules/forms as necessary. Ideal candidate will have a minimum of ten years technical workers compensation experience in product management, development, and underwriting. Bachelors degree preferred, CPCU a plus. Send resume to Cheryl Tara at ctara@smithhanley.com.

**Manager / Sr. Wholesale Broker / Property CAT (Starting \$120K +)
East / Southeast / Gulf Coast**

Posted by Hollinger Jobs as of 8/11/09 www.hollingerjobs.com. Established and growing wholesale broker and MGA is seeking an addition to staff, a Manager/Commercial Property Wholesale Broker with CAT background to grow and develop their book of business and to run the Property CAT book as a separate entity within the organization. Appropriate candidates will come from a wholesale broker in a leadership role or P&C carrier in a significant production underwriting role with large complex commercial property background, CAT experience preferred. Candidates should possess a strong will to hunt and develop sales leads and place business. Candidates should have a strong network of retail agencies to call

upon to create new business. The Manager will additionally build a team of wholesale brokers, oversee the sales and marketing and focus on more complex CAT business. The firm already has the carrier markets so agency relationship building is paramount. This position can be working from home anywhere in the United States, ideally East Coast/Gulf Coast Region with broker relationships in these geographic areas. The firm is a paperless organization. Base pay (dependent on experience, ability to bring a book of business, etc.) + bonus/commissions and group benefits as well as a work from home arrangement with appropriate tools provided. Please submit resumes in confidence to Jim Lieberman, Sr. Recruiter at jalieberman@hollingerjobs.com re: Advisen Jobs.

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

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

**Middle Market Production Underwriting Manager - (up to \$100K)
Mid Atlantic**

Posted by Hollinger Jobs as of 8/11/09 www.hollingerjobs.com. Financially strong property and casualty insurance carrier is seeking a qualified candidate for Middle Market Production Underwriting Manager - Commercial Lines to develop Central and Eastern Pennsylvania. Responsible for multi line commercial underwriting and developing and maintaining an agency plant, marketing and appointing agents focusing on middle market business. A Bachelor's/Associate degree from an accredited college/university is needed and a minimum of 5 years of P&C commercial underwriting experience - OR- 5 or more years P&C commercial underwriting and production experience handling accounts over \$25,000 in premium size and AU, CIC, or CPCU designation. The Mid Market Field Manager must possess advanced underwriting technical knowledge and be able to effectively manage and achieve and produce larger

than average account size. Base salary starting to \$100K + (DOE) including generous bonus plan, full benefits and company car. Relocation package negotiable. Please submit resumes to Jim Lieberman at jalieberman@hollingerjobs.com.

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

Tri - State, NY / NJ / Southern

Posted by Hollinger Jobs as of 8/11/09 www.hollingerjobs.com. A+ property and casualty insurance carrier with a domestic and global presence is seeking a National Property Underwriting Practice Leader. The Property Practice Leader will assume a leadership role to enhance excellence in property underwriting both internally and externally. Additionally the practice leader will help formulate and implement strategic initiatives and business development activities that will profitably grow the portfolio in the domestic and reverse flow segments. Major areas of concentration include property underwriting, marketing, audit review/compliance and product development. There are no supervisory responsibilities with this position, however guiding, leading and mentoring property underwriters will be required. This position requires a take charge property underwriting executive who likes to take ownership and can be a team player. Education and/or experience includes Bachelor's degree (B. A.) from four-year college or university is preferred, High School or G.E.D. is required along with a minimum of 10 years related Property Underwriting experience. Must have 3 years recent experience in a leadership role. Must be highly knowledgeable in all commercial lines and company underwriting standards and practices and have proven business development skills. Must have experience with excess property and global accounts. This position is located in Central New Jersey. \$140K - \$160K (DOE) + bonus and benefits. Please submit resumes to the attention of Jim Lieberman, Sr. Recruiter at jalieberman@hollingerjobs.com re: Advisen Jobs.

Niche Business Opportunities (Insurance)

U.S. / U.K.

Are you the leader of or significantly involved in an industry niche that is, or can be segregated from the bigger general insurance carrier picture? We have customers that are well capitalized, rated, global insurance companies that are continuing to look for opportunities to diversify and grow. Your specialty doesn't have to be incredibly unique but more importantly able to be built in a reasonable amount of time (we will invest in the team) and sustained. This is a terrific model to run a business in. As the lead executive you will determine scope, scale, location, etc, etc. Your business plan will be capitalized and supported by a great organization. My customers'

appetite is broad in product and size. Size could be 10 - 20 million PV or 200 - 400+ million. Compensation clearly will be competitive but certainly would include salary / bonus / benefits / equity / stock. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com, or visit www.insurancerecruitersusa.com.

**Ocean Marine Underwriter (to \$110K base)
New Hampshire**

Highly successful national property casualty group seeks Wet Marine Underwriter to focus on the product and delivery through various distributions. This position will have responsibility for the New England territory offering personal and commercial hull, P&I and marine liability. Insureds include sightseeing and dinner cruise tours, local ferries, lobster boats and schooners. The marinas and boat dealers book is small but growing. The ideal person will have a solid following with either agents or wholesalers in New England. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com, or visit www.insurancerecruitersusa.com.

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

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

**P&C Southeast Managing Director (\$225K - \$250K + stock)
Atlanta, GA**

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

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

Northeast

Posted by Hollinger Jobs as of 8/11/09 www.hollingerjobs.com. Our client, a well-established Regional Broker, seeks a Practice Leader to manage and develop their Medical/Hospital practice for the NJ-NY area. This position is responsible for managing a 10mm+ book of business, managing the accounts team, and for the production of both new business and renewals. Qualified individuals will have 10 - 15+ years of strong P&C background along with a solid understanding and grounding in professional liability. This position deals with all sales and service issues involving Physicians, Hospitals, Life Sciences and manufacturing of Medical devices, etc. The ideal candidate must have a thorough knowledge of risks and coverages related to Healthcare/Medical clients, as well as a thorough knowledge of the carrier and wholesale broker marketplace related to same. In addition, the candidate will have a history of existing relationships in the Healthcare/Medical community. Qualified individuals are expected to have a degree, MBA, CPCU, RPLU and/or other designations. Compensation will be determined upon experience and will range from \$125K - \$175K, DOE + bonuses. In addition the firm pays competitive new business and renewal commissions. Please submit your resume in confidence to John Huttner at jrhuttner@hollingerjobs.com or jobs@hollingerjobs.com, or you may contact John Huttner directly at 1.732.247.5656 re: Advisen Jobs.

President Environmental P/C Practice (\$350K - \$400K)

New York, NY

This is an opportunity for a carrier executive or a former carrier executive to build an environmental business. Our client is a credible insurance organization that has the appetite and capital to penetrate the EIL environmental market space. They do not intend on being on the fringes. They will be built to be a force in the segment. You must have clearly established leadership success in the environmental space and be able to build a sustainable business plan that you can execute with the team you will bring or build. There are a number of new entrants in the niche; this organization wants to be differentiated by the quality of its lead executive. You will have the resources to be successful. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com, or visit www.insurancerecruitersusa.com.

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

Eastern CT

World-class leader in the insurance broker arena has an opportunity in the Greater NYC area, providing access to the leading insurance

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

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

Greater New York City Area, NY

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

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

NJ area

Advance your insurance sales career with a "super" regional insurance broker in the Brunswick, NJ area. This broker has excellent leadership and world-class standing; they provide access to leading markets and the flexibility to create unique insurance programs for clients. Business will range from \$5K - \$100K in revenue. Client provides strong service and support to allow producers to spend

virtually 100% of their time generating new commercial or group benefits business and develop strong, front-end relationships with clients. Client will purchase books of business and/or agencies. Most important is a strong sales track record of middle market insurance business regardless of “years of experience”. Candidates should be prepared to discuss a conservative business development plan for 2009 and make the assumption there are services, support and markets for your designated business segments. Base compensation is contingent upon past track record, book of business and sales potential. Contact Brad Barick 715.341.4900 or brad@pointpartners.biz for more information!

**Producer – Group Benefits
Southeastern, WI**

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

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

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

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

Southern, CA

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

Product Development Manager / P&C(\$150K - \$170K base plus bonus)

New York Metro

Our client, a specialty insurance company seeks a Product Development Manager to develop, launch and manage new products. Ideal candidate will have middle market P&C experience with a successful track record of profitable underwriting responsibility. Demonstrated strong project management skills, the ability to manage multiple priorities, and experience in drafting policy language, risk exposures, and claims are required. Send resume to Andy Davis at adavis@smithhanley.com.

Product Manager (up to \$105K)

Southeast

Posted by Hollinger Jobs as of 8/11/09 www.hollingerjobs.com. Our client is one the largest commercial auto insurance companies in the industry and a strong leader in product development. They seek a Product Manager with experience handling transportation products, creating and filing rates for existing products. The Product Manager will be responsible for the development, management and analyzing of new business products. The preferred candidate will need experience preparing and filing forms with the state insurance department and offer the actuarial skills necessary to determine the

rates. Additional duties will be designing and developing assigned products through a formal business plan. Will also price, plan budgets and forecast for assigned products. Must have a B.S. degree with at least 5 years experience as a product manager or product analyst. The preferred candidate will have experience in a P&C insurance company with specific knowledge of transportation or auto products. Please submit your resume in confidence to jobs@hollingerjobs.com or frankaye@hollingerjobs.com or contact Fran Kaye directly at 704.439.4432 re: Advisen Jobs.

**Products Liability Underwriting Executive (\$200K - \$350K)
California / Arizona**

Top twenty P&C group seeks profit center management level professional to build a general casualty underwriting business on the West Coast. This is an opportunity to build a business or take an existing team and plug it into a heavily capitalized firm with A rated paper both admitted and non-admitted. Choose the location and open or build the office. This is a run your own show situation with an aggressive firm that is positioning for growth. Solid distribution contacts and accountability to profit are the criteria. \$200K - \$350K + equity. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com, or visit www.insurancerecruitersusa.com.

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

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

**Property / Casualty Financial Reporting Officer / CPA (\$225K - \$250K + bonus / equity)
New York, NY**

This is an A rated carrier with a great future. Their capital position is excellent and they have great results. This insurance company is growing organically and through multiple acquisitions. You must have a CPA and have some experience in a property/casualty environment to be considered. Solid experience in all aspects of quarterly and annual shareholder and SEC reporting, including compliance with SEC/GAAP accounting requirements for the financial statements,

10K's and 10Q's. This is an opportunity to be part of a winning team. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com, or visit www.insurancerecruitersusa.com.

**Property Casualty Small Business Product Executive (to \$150K)
New England**

This A rated middle market leader is expanding their product offerings in the marketplace. This insurance company seeks a solid underwriting professional to design products, monitor the competition price products and work with marketing to strategize the distribution of the business. This position will be the in-house expert for the small commercial account marketplace. This position will be located in New England. Cash comp to \$150K. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com, or visit www.insurancerecruitersusa.com.

**Regional Underwriting Manager (\$175K)
Fort Lauderdale, FL**

This is an expanding commercial insurer with a strong profitable workers compensation portfolio. You must have proven skills in technical underwriting of casualty primary lines WC, GL and auto. This organization writes both small to mid-size transactional accounts and loss sensitive alternative market large accounts. You will help set underwriting policy and guidelines, work with distribution partners, manage and develop staff. This role reports to the Presidents and will have full authority for the underwriting of this portfolio. This is an entrepreneurial company that is looking for a strong team member to help sustain the portfolio growth. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com, or visit www.insurancerecruitersusa.com.

**Sales Manager / Producer (\$100K + base DOE + bonus /
commissions)**

NJ / Mid - Atlantic

Posted by Hollinger Jobs as of 8/11/09 www.hollingerjobs.com. Established retail brokerage firm is seeking an addition to staff, a Sales Manager/Producer responsible for their own production as well as the oversight and management of a team of Commercial Producers. Major responsibilities will consist of developing own book of commercial business and training, mentoring, hiring, evaluating, supervising and leading 5 - 10 commercial producers. Qualified candidates must be a current commercial producer with supervisory and/or management experience supervising other producers and/or a current Retail Sales Manager who has prior experience developing their own business and willing to take on personal production goals on top of the management responsibilities. 10 - 15 years of direct

minimum experience in a retail production role. College degree preferred. P&C License required. This is a six figure base (DOE) + commissions and overrides on production and 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.

Sales Producer (to \$125K base +)

NY / NJ Area

Posted by Hollinger Jobs as of 8/11/09 www.hollingerjobs.com. Our client is a well established insurance brokerage firm in the New York/New Jersey area. In order to meet their growing needs we are recruiting for additional Sales Professionals for their Property and Casualty Commercial Lines Unit. The Producers will be expected to establish relationships, open new markets, generate new business revenues and build a strong book of business. The company provides excellent sales leads and outstanding technical and service support, all while enjoying a collegial team atmosphere. Product offerings include a full range of mid to large size account services, risk management account services and established programs. This is an exciting, growth-oriented opportunity for producers who are looking to build upon their existing strengths and build their book of business. The right candidate will have a proven track record of sales and production, as well as, excellent communication and relationship building skills. A BS/BA is required along with appropriate insurance designations. The firm offers a competitive compensation up to \$125K base+ and a solid commission structure. Please submit your resume in confidence to jobs@hollingerjobs.com or jalieberman@hollingerjobs.com or call Jim Lieberman at 732.247.5656 re: Advisen Jobs.

Senior Actuarial Analyst (to \$100K)

Philadelphia, PA

Our client, a specialty property and casualty insurance company seeks a Senior Actuarial Analyst to lead the workers compensation ratemaking process. This position requires technical competence in actuarial concepts, practices, and procedures applicable to workers compensation. Ideal candidate will have 3 - 5 years Property & Casualty actuarial experience with workers compensation emphasis, 3 - 6 CAS exams, and a Bachelors degree in a related field. Send resume to Cheryl Tara at ctara@smithhanley.com.

Senior Commercial D&O Underwriter (\$75K - \$90K)

New York, NY

Our client, a rapidly growing, highly rated insurance company seeks a Senior Commercial D&O Underwriter for their New York City

location. Ideal candidate will have 3 - 5 years commercial D&O underwriting experience. Send resume to Andy Davis at adavis@smithhanley.com.

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

Midwest

Posted by Hollinger Jobs as of 8/11/09 www.hollingerjobs.com. Financially strong property and casualty carrier is seeking Senior Commercial Underwriters who will be responsible for underwriting new commercial primary property and casualty accounts, marketing to independent agents and assisting in the mentoring and development of junior underwriters. Qualified candidates must have minimum 10 years of primary property and casualty underwriting with current large regional and national broker relationships in the Chicago and Indianapolis marketplace and surrounding regions. Candidates interested in growth opportunities preferred. College degree/designations highly desirable. Base + bonus and excellent benefits package. Positions will be in branch offices and/or telecommuting arrangements. Please respond in confidence with your resume to jobs@hollingerjobs.com or jalieberman@hollingerjobs.com or you may contact Jim Lieberman at 1.732.247.5656 re: Advisen Jobs.

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

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

NJ

Posted by Hollinger Jobs as of 8/11/09 www.hollingerjobs.com. Our client, a leader in Specialty Insurance Products, seeks a Senior Excess & Umbrella Production Underwriter with 10 years current excess underwriting expertise in surplus lines and contacts with agents in the North East Region. Duties include reviewing analyzing, accepting and declining risks. The candidate will communicate with underwriting management and casualty product line leaders on individual accounts both current and proposed and make recommendations concerning operations, systems and procedures when appropriate. The preferred candidate will have recent carrier experience, as well as, proven recent expertise in highly complex excess lines of business. Minimal travel is expected. Compensation is \$115K - \$120K, DOE. Please submit your resume in confidence to jobs@hollingerjobs.com or frankaye@hollingerjobs.com or contact Fran Kaye directly at 704.439.4432 re: Advisen Jobs.

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

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

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

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

New York, NY

Our client, a leading property and casualty company seeks an Account Manager who will be responsible for the production underwriting of large commercial property accounts. In this position you will be responsible for developing and maintaining a relationship with clients, the profitable growth and maintenance of an assigned book of business, the development of new business, and the development and execution of a marketing plan for an assigned territory/producers. The ideal candidate will have a minimum 5 - 7 years underwriting experience, a Bachelors degree or equivalent, a sound understanding of Insurance Company and Broker Policy forms and knowledge of the primary insurance market. CPCU preferred. Send resume to Cheryl Tara at ctara@smithhanley.com.

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

Posted by Hollinger Jobs as of 7/27/09 www.hollingerjobs.com. Our client is a major insurance carrier in the North East with an A+ rating. They seek a Senior Casualty Underwriter with 10 years current experience handling highly complex Commercial Casualty accounts. The preferred candidate will be familiar with the North East region. This candidate will review, analyze accept and decline risks to ensure profitability. Communicate with underwriting management and casualty product line leaders on individual accounts, current and proposed producers and make necessary recommendations concerning operations, systems and procedures. In addition the candidate will review terms, conditions and pricing and monitor producers for profitability and production. Must have a four year college degree and/or CPCU or similar designation preferred. Compensation is \$115K - \$120K, DOE. Please submit your resume in confidence to jobs@hollingerjobs.com or frankaye@hollingerjobs.com or contact Fran Kaye directly at 704.439.4432 re: Advisen Jobs.

**Senior Wholesale Broker - (up to \$125K)
Southeast**

Posted by Hollinger Jobs as of 8/11/09 www.hollingerjobs.com. Established wholesale broker and MGA with years of proven industry experience, growing and establishing a national presence, is seeking an addition to staff, a Senior Wholesale Broker to develop the Southeast(Georgia/Florida preferred) and or Gulf Coast Region. Qualified candidates should have 5 - 10 years minimum of excess and surplus lines sales and marketing or production underwriting background developing commercial lines and/or professional lines business. Candidates in a sales/marketing or production underwriting role with an excess and surplus lines carrier will also be considered. Middle to large tear/regional agent/broker relationships already established. Client has numerous carrier markets in place as well as an established infrastructure for servicing and back office support. To be considered, wholesale brokers must be able to produce significant business and drive revenue immediately and/or have the ability to move a book of business or not be restricted by a non-compete. Candidates with non-competes expiring within the next 2 - 4 months and will be able to bring business and thus be a 'free agent' encouraged to apply. Base salary dependent on experience and what the broker can bring to the table, but will include a strong base + bonus/commissions/group benefits/work from home arrangement. Resumes should be submitted to the attention of Jim Lieberman, Sr. Recruiter, at jalieberman@hollingerjobs.com.

Senior Wholesale Broker (up to \$125K)

West Coast

Posted by Hollinger Jobs as of 8/11/09 www.hollingerjobs.com.

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

Specialty Carrier Regional Executive - Southeast (\$250K - \$300K + bonus)

Atlanta, GA

This is a very exciting, highly rated carrier that is expanding its product portfolio and geographic footprint. This position will be the senior most position in the Southeast operation for this carrier. You will have responsibility for developing an outstanding team and building relationships with distribution partners. This company works in both admitted and non-admitted markets in diverse specialty products of excess casualty, professional lines, E&O, D&O, EPLI, medical malpractice, environmental, specialty property and more. You will have responsibility for the P&L of the product niche and responsible as the face of the organization in the territory. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com, or visit www.insurancerecruitersusa.com.

State Filing Analyst (\$50K - \$60K)

Philadelphia, PA

Our client, a specialty property and casualty insurance company seeks a State Filing Analyst to prepare, submit and maintain approvals for all rate, rule and forms filings. This position is accountable for preparing and executing filings at the direction of the State Filing

Manager. The filings would include all new product filings and revisions to current products. Ideal candidate will have knowledge of commercial property and casualty lines of business, workers compensation experience is a plus. Must be well versed in MS Word, MS Excel, MS Outlook, Adobe Acrobat, SERFF, and ImageRight. Send resume to Cheryl Tara at ctara@smithhanley.com.

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

Midwest

Posted by Hollinger Jobs as of 8/11/09 www.hollingerjobs.com. Financially strong property and casualty carrier with a global network is seeking an Executive Level Underwriter. Executive Level Underwriter will be responsible for underwriting new commercial primary property and casualty accounts, marketing to independent agents and assisting in the training and developing of junior underwriters. Qualified candidates must have minimum 7 - 10 years of primary property and casualty underwriting with agent relationships in the Chicago/Illinois Region. Candidates interested and/or experienced in underwriting new primary books of business with growth opportunities preferred. College degree/designations highly desirable. Please respond in confidence with your resume to jobs@hollingerjobs.com or jalieberman@hollingerjobs.com or you may contact Jim Lieberman at 1.732.247.5656 re: Advisen Jobs.

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

Northeast

Posted by Hollinger Jobs as of 8/11/09 www.hollingerjobs.com. Our client is a leading carrier dedicated to the wholesale specialty insurance market. They provide top quality underwriting coverage for Professional Liability with a focus on Lawyers, Architects, Engineers, Technology, Med Mal, and Miscellaneous Liability. They seek an underwriter with 5 - 10 years current experience in handling Professional Liability. The preferred candidate will have contacts in place in the Northeast territory, underwrite and select new business that will produce an underwriting profit, make recommendations concerning operations, systems, and procedures, and will also provide training and support to the underwriting department. The salary is \$100K - \$125K DOE. Degree, CPCU, RPLU, or other designations are a plus. Please submit your resume in confidence to jobs@hollingerjobs.com or frankaye@hollingerjobs.com or contact Fran Kaye directly at 704.439.4432 re: Advisen Jobs.

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

Nationwide

Several of our customers are seeking teams of people to expand and diversify their portfolios. In many cases, these firms will expand in

areas where they already write business. Do you have the contacts with agents & brokers that will bring you the opportunities? If you can develop a significant book of profitable business with your team, call me. Location is wide open. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@icuri.com, or visit www.insurancerecruitersusa.com.