



Advisen's Job Postings are presented so that you can simply scroll thru 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.

Which Insurance Firms are Hiring directly?

ABD Insurance and Financial Services
Ames & Gough
Beazley USA Services, Inc.
Fred C. Church Insurance
Globex International
Kibble & Prentice
McCarthy Building Companies Inc
New Level Partners
RSC Insurance Brokerage
Sky Insurance
VRT Insurance Services, Inc.
Woodruff-Sawyer & Co.

Which Insurance Recruiters use Advisen to reach you?

Abbott Smith Worldwide
Hollinger Jobs
International Insurance Consultants
Smith Hanley

Advisen's Job Postings are sent to the 70,000 recipients of our daily Front Page News e-mail. We post jobs from Advisen clients for free as a courtesy; all other parties pay \$250 to post a job. Employer Job Postings appear in alphabetical order of employer name followed by recruiter postings appear in alphabetical order of position name. To see all Job Postings archived on Advisen, log-in to Advisen, click the NEWS dropdown menu and select Job Postings.

TO POST A JOB, contact Chad Roth at 212.897.4792 or jobpostings@advisen.com

ADVISEN'S JOB POSTINGS = SUCCESS

"We just hired an additional Producer to join our growing consulting and brokerage firm by placing a job on Advisen. That posting was seen by someone in Philadelphia who called his friend - our candidate - in Chicago. We hired him, and I'll be posting more positions on Advisen to get that kind of reach in the industry."

- Cindi Elstien, SVP, Alper Services LLC

ABD Insurance and Financial Services – A Wells Fargo Company
Team Leader, Emerging Technology Unit
Redwood City, CA

As of November 7, 2007

Description: The Team Leader (Property and Casualty) has overall responsibility for contributing to the growth of the Technology Division within Property and Casualty and supporting the Company business goals and strategies by meeting the revenue and profit goals established for the Leader's team. The Team Leader is directly accountable for team leadership, account management, and client relations, new business activity and results, carrier relationships, supporting division and corporate initiatives, and acting with the highest ethical standards. We offer growth opportunities, competitive compensation, ongoing educational development and an excellent benefits package.

Requirements: The ideal candidate will have direct experience managing small business accounts in a brokerage or carrier setting, with supervisory experience; Bachelor's Degree preferred; Technology experience a plus; Ability to effectively present information and respond to questions from groups of managers, clients, customers, and the general public; Strong verbal and written communication skills; Proficiency with Microsoft Office, including Word and Excel, and agency management software; Property and Casualty Agents/Broker License required; Successful completion of INS 21, 22, 23 programs or enrollment in designation courses required (such as CIC, ARM, CPCU, etc.); Travel to client/carrier sites required.

Contact: abdi@agents.icims.com or www.cybersure.com

ABD Insurance and Financial Services – A Wells Fargo Company E & O Insurance Specialist (Technology)
San Francisco or Redwood City, CA

As of November 7, 2007

Description: This newly created niche role offers the opportunity to serve as the E & O Specialist in our Technology Division. In this role, you will help sell, market, service and retain private and public Technology E & O accounts, including the additional Cyber-Risk Liability, Network Security, and Media coverage options. This will be accomplished through effective relationship management, which includes the evaluation and identification of client insurance needs and account marketing. This position assists in growing the E & O business in support of the Company's and Property and Casualty's

business goals and strategies. The E & O Specialist services most of ABD's Technology E & O accounts and serves as a technical resource for other ABD locations. We offer growth opportunities, competitive compensation, ongoing educational development and an excellent benefits package.

Requirements: The ideal candidate will have 7-10 years of related broker, P&C consulting, and/or carrier experience (including E & O experience). Bachelor's degree or equivalent experience is required, with an MBA or JD preferred; Ability to effectively present information and respond to questions from groups of managers, clients, customers, and carriers. Excellent time management, organizational, communication, presentation, and customer service skills. Must be familiar with and able to analyze insurance coverage, forms and policies. Possess a strong product knowledge for Technology E & O and technical issues associated with the various products offered. Must be contract-oriented to mitigate E & O risks, exposures and losses. Ability to effectively negotiate complex coverage issues and manage strategic relationships with clients, carriers and wholesalers.

Contact: abdi@agents.icims.com or www.cybersure.com

Ames & Gough
Insurance Broker/Client Service Representative
Atlanta, GA

As of November 12, 2007

Description: Job responsibilities are day-to-day client service including but not limited to the following: Answering client phone calls, issuing certificates of insurance, issuing insurance binders, managing client exposure information such as adding autos, checking insurance policies, entering data into office agency management system, preparing information for client renewals, preparing submissions for underwriters, general support for account executives. Limited travel will be required and no production of new business is required.

Requirements: A minimum of five years of experience working for an insurance broker on commercial (property and casualty lines of coverage) is required. Experience with the AMS 360 or a similar agency management system, surplus lines, and/or professional liability is a plus.

Contact Info: Email resumes to dcollings@amesgough.com

Ames & Gough
Middle Market Property & Casualty Broker
McLean, Va

As of October 31, 2007

Description: Highly-respected professional liability broker with growing property/casualty business seeks experienced broker to handle placement and servicing of property/casualty coverages for mid-size clients. Successful candidate will have experience placing coverage with several different insurers with average premiums ranging from \$30 to \$500,000.

Requirements: Required credentials include: 5-7 years of relevant broker or underwriter experience; knowledge of agency management systems (AMS preferred); college degree; computer capabilities (including Excel spreadsheets, etc.)

Competitive compensation and benefits. Please contact Dan Knise at dknise@amesgough.com

Beazley USA Services, Inc.
Specialty Lines Underwriting Assistant
Farmington, CT

As of October 23, 2007

Description: We are currently seeking an Underwriting Assistant for our Farmington, CT headquarters. The Underwriting Assistant would be responsible for providing support to the Specialty Lines Underwriters with pre-underwriting of accounts, rating support, risk assessment, preparing quotes and binders, manage work flow and information accurately, and provide professional, timely service to brokers. Experience with admitted quotes and requirements, ability to service re-endorsement requests and an understanding of general underwriting guidelines are a plus. At Beazley, our people are our most important asset. We have attracted highly talented people due to our reputation as a growing, innovative and successful group. Our vision to build a premier risk taking business is predicated on developing the best pool of intellectual talent. We combine a strong work ethic with an environment that is open and fun. Beazley USA Services Inc., a subsidiary of London-based Beazley Group, plc, underwrites professional liability, property and cargo risks. Visit www.beazley.com to learn more.

Requirements: Excellent communication skills both verbal and written are needed. Superior time management skills and attention to detail are a must. Advanced knowledge of Microsoft Office programs, specifically Excel is required. Insurance and/or legal experience is preferred. Additionally, the candidate must be a team player, highly motivated, a quick learner and a self starter.

Please forward your resume to: catherine.carney@beazley.com

Beazley USA Services, Inc.
Specialty Lines Underwriting Assistant Team Leader
Farmington, CT

As of October 23, 2007

Description: We are currently seeking a Specialty Lines Underwriting Assistant Team Leader for our Farmington, CT headquarters. The Underwriting Assistant Team Lead will be responsible for managing a small team of Specialty Lines Underwriting Assistants, managing accurate and efficient processing and handling of all designated work for the UA team, provide solutions for team issues; formulate, interpret and implement decisions based on operating practices, ensure quality of work meets standards, training and mentoring of team, and performance management. The Underwriting Assistant Team Lead will support the Specialty Lines Underwriters in the delivery of an effective and efficient underwriting service, provide accurate management information to senior managers and underwriters in line with operational requirements, review team's weekly/monthly ad hoc reports for underwriters and senior managers, and provide professional service to brokers in all interactions. At Beazley, our people are our most important asset. We have attracted highly talented people due to our reputation as a growing, innovative and successful group. Our vision to build a premier risk taking business is predicated on developing the best pool of intellectual talent. We combine a strong work ethic with an environment that is open and fun. Beazley USA Services Inc., a subsidiary of London-based Beazley Group, plc, underwrites professional liability and property risks. Visit www.beazley.com to learn more.

Requirements: The candidate must be a leader with strong process and service oriented skills. 5+ years of specialty lines insurance experience is desired, strong analytical skills, accurate and numerate, ability to communicate effectively, both verbally and in writing, proven professional manner to interact with all levels of the organization. Additionally, the candidate must also be a quick learner and a self starter.

Please forward your resume to: catherine.carney@beazley.com

Fred C. Church Insurance
Producers - Commercial Lines, Employee Benefits, Personal Lines
Lowell, MA
As of October 19, 2007

Description: Highly motivated self-starters for new business development needed.

Requirements: Must be licensed, skilled at cross selling, and computer literate.

Contact Info: Herman P. Larnau, President & CEO, 978-322-7205 or
hlarnau@fredchurch.com

Fred C. Church Insurance
Risk Management Consultant
Lowell, MA
As of October 19, 2007

Description: Fred C. Church is looking to hire a self-motivated individual as a Risk Management Consultant assisting clients with overall safety and loss control initiatives. This includes the organization and implementation of Risk Management programs from a workers compensation safety standpoint as well as analyzing exposures and controls as they pertain to other lines of insurance coverage to include auto, general liability, products liability and property. A portion of the job responsibilities would also entail working closely with the Loss Control Representatives from the various insurance carriers. This includes assisting and monitoring the implementation of their overall loss control service plans as well as supporting clients with their compliance of insurance companies' recommendations. In addition to dealing directly with a multitude of diverse clients, the job also involves supplying specific safety services to colleges, universities and numerous independent schools throughout New England. Presentation skills to include the ability to conduct training on regulatory compliance issues as well as potential loss source exposures and controls are paramount.

Requirements: include a strong safety background involving workers compensation safety as well as knowledge of fleet safety, fire prevention, general liability and products liability exposures and controls. A general understanding of the insurance industry is also beneficial. Individual should be self-motivated with very good time management, organizational and interpersonal skills.

Contact Info: Jeffery T. Burke, Vice President, 978-322-7270 or jburke@fredcchurch.com

Globex International
Account Manager, International Health & Benefits
Mountain Lakes, NJ
As of October 24, 2007

Description: We are seeking a highly organized, intelligent, and internationally experienced individual to “train” over a period of several years to become a leader in the field of international employee benefits services. The ideal candidate will grow from “trainee” to Account Manager to Account Executive within our International Health & Benefits practice. The timeframes for accomplishing this will be up to the individual. Customer development, marketing, strategic projects and select administration and multinational account servicing will be components of the “business” training. The primary office location will be New Jersey. The primary office location will be New Jersey. A competitive salary plus benefits make up the base compensation package. This is an opportunity to learn the true fundamentals of international insurance from the ground up, interact with seasoned international insurance professionals from various international backgrounds and become a recognized specialist in a field with unlimited growth yet relatively limited competition. Globex International Group is a leader in the provision of multinational risk management and employee benefits services. We work

with more than 50 of the largest regional brokers in North America and interact with 280 agents and brokers in over 120 countries worldwide. The North American group collectively is one of the largest producers of insurance premiums in the world. The organization is structured to allow maximum personal, professional and income development. Our ability to identify and exploit trends and opportunities in the global market place enables us to maintain our leadership position and set the pace for continual growth and expansion globally.

Requirements: 3+ YEARS OF PRIOR EMPLOYEE BENEFITS BROKERAGE OR CONSULTING EXPERIENCE ARE REQUIRED. Prior international benefits experience is preferred. Qualifications include the above criteria as well as the desire to learn, to listen, to travel, to interact with all levels, to be inquisitive and to excel. Other requirements: Ability to prioritize job responsibilities and work with limited supervision. Superior organizational skills and proficiency with Microsoft Outlook, Word, Excel, and Power Point.

To apply for this position, please email your resume to Globex Human Resources hr@globexintl.com.

Kibble & Prentice
Assistant Commercial Account Manager
Seattle, WA
November 6, 2007

Description: Assists Sales Executive and Account Manager in servicing and retaining of Commercial Accounts. Works to ensure that client retention goals are met by responding promptly to requests from Sales Executive and Account Manager.

Requirements: Minimum of one-year Agency experience. Washington State Property Casualty license. Eager to learn new concepts and further professional development

Contact: people@kpc.com or view our website at www.kpc.com

Kibble & Prentice
Commercial Account Manager
Seattle, WA
As of November 7, 2007

Description: The Commercial Lines Account Manager performs the essential functions of the position, which include aiding Sales Executives and Account Executives and clients with service needs and making changes to existing accounts. Specific service and marketing and responsibilities are required in this position. Meets service and sales delivery standards and performs essential functions to the quality and service standards developed by the agency.

Requirements: College education with a minimum of 3 years insurance experience or a minimum of 7 years insurance experience. Ability to communicate orally and in writing with others to explain complex issues, receives and interprets complex information, and responds appropriately. Ability to understand written and oral communication, and interpret abstract information. Property, Casualty Agents License. Knowledge of insurance products and usage's. Knowledge of insurance markets and reference to markets. Knowledge of insurance rating and underwriting procedures. Ability to carry out complex tasks with many concrete and abstract variables. Familiarity with computer and word processing programs. Ability to perform 70% sedentary work, exerting up to 10 pounds of force occasionally and exert negligible force frequently or constantly to move objects, including the body. May be asked to exert up to 20 pounds of force periodically, as needed. Field of vision must be adequate to observe up and down or right to left while eyes are fixed on a given point. Ability to process written and other materials visually. Physical efforts required include fingering, repetitive small motor activity, grasping, verbally communicating detailed and important information to others quickly and accurately. Stooping, reaching, standing, lifting light objects under ten pounds frequently, and climbing occasionally. Requires ability to receive detailed information through oral communication, perceiving the nature of sounds with no less than a 40 dB less at 500Hz and 2000 Hz without correction.

Contact: People@kpc.com or view our website at www.kpc.com.

**McCarthyBuilding Companies Inc.
Certificate Program Administrator
St. Louis, MO**

As of November 12, 2007

Description: McCarthy's Corporate Risk Management Department is currently seeking candidates for a Certificate Program Administrator. This position will be responsible for working directly with a third party vendor to develop and implement a comprehensive subcontractor certificate tracking program. Responsibilities: Manage certificate of insurance database. Audit, investigate and resolve all non-compliant certificate of insurance issues. Train and work with project personnel to educate and assist in obtaining compliant certificates of insurance for all division of the company. Recommend alternative solutions for non-compliant subcontractors. Oversee and approve all certificate of insurance overrides. Monitor and provide certificate of insurance reports. Train and assist in the implementation of the certificate of insurance database. Setup all Subcontractors in the certificate of insurance database and update Subcontractor information as needed. Manage user access to certificate of insurance database. Determine and coordinate insurance requirements to certificate tracking vendor for each project. Assist in minimizing delinquencies and reviewing endorsements for completeness. Resolve all customer service issues with certificate tracking vendor. Monitor and approve archiving of data from certificate of insurance database. Main point of contact for all certificate of insurance questions. Responsible for implementation and

training of the certificate tracking program at the regional, divisional and project level. Assist the Risk Management Department in back up role as necessary.

Requirements: A minimum of 3 years of experience in the insurance field. Effective organization and time management skills. Ability to communicate effectively, orally and in writing. Knowledge of construction practices, construction project administration and construction insurance. Degree in Risk Mgmt / Business related curricula or equivalent experience. Insurance / Risk Management credentials or license. Position will require travel up to 25 to 30% travel.

To apply, please go to www.mccarthy.com/careers

McCarthy Building Companies Inc.

Claims Analyst

St. Louis, MO

As of November 12, 2007

Description: Reporting to the Vice President of Risk Management and the Claims Manager, the Claims Representative is primarily responsible for working with the project staff to assist with claims reporting, investigation, and follow-up on new and existing losses. This position will develop an understanding of the McCarthy Corporate Insurance Program and be required to handle both Property/Casualty and Worker's Compensation claims. This is a highly visible position that will require daily interaction with the Risk Management staff, insurance brokers, insurance carriers, McCarthy Building Companies, field employees and McCarthy staff, including the Legal Department. Specific duties and responsibilities include: Initial set-up, processing, and reporting of new claims – internally and externally. Investigate, review, process, evaluate and make recommendations for the resolution of claims. Review and evaluate available insurance coverage and contractual language and develop appropriate, presentation of loss to the insurer. Establish claim "action plans" with a focus on resolution or settlement. Assist with evaluating and establishing an appropriate claim reserve. Provide monthly analysis of claims activity, reserves and follow-up. Conducting detailed investigations, often times requiring in-person visits to project sites. Develop standard Claims Department Procedures to address claims processing, creation of ad hoc reports, and day-to-day administrative activities. Participate and interact with Project Executives and Senior Management to provide high-level management reports and analysis of loss activity and the financial impact of loss losses. Compile and maintain statistical reports with a breakdown and analysis of loss activity.

Requirements: Minimum of 5 years of experience in a similar role for a Contractor, Broker, or Insurance Company: 4 year degree in a related field is preferred. Exceptional interpersonal, written and verbal communication skills. Understanding of construction industry insurance products and terminology. Understanding of Worker's Compensation coverage & statutes. Thorough knowledge of Worker's Compensation Claims administration and settlements. Thorough knowledge of General Liability, Builder's

Risk, and Automobile coverages. Strong computer skills, including Excel and Microsoft Word and Microsoft Outlook. Knowledge and ability to review and evaluate financial reports and loss data.

To apply, please go to www.mccarthy.com/careers.

McCarthy Building Companies Inc.

Risk Analyst

St. Louis, MO

As of November 12, 2007

Reporting to the VP of Risk Management, the Risk Management Analyst is primarily responsible for timely and accurate review and analysis of contractual language for new construction projects. This position directs what insurance coverage is considered necessary for each project, the pricing of the coverage, and the implementation of the coverage. This is a highly visible position that requires interaction with Project Executives, Estimators, Division Management, Legal, CFO and McCarthy's broker. Specific duties and responsibilities include: Review and analysis of Bid Documents and Specifications for new contracts. Review insurance coverage issues related to construction contracts with Corporate Legal, Division Management and Construction Project Management. Initiate and direct the appropriate, pricing and coverage recommendations for all new bids & projects. Create insurance bid specifications that can be marketed by the company's insurance broker, to provide appropriate coverage on a project basis and/or company wide. Evaluate Owner supplied, Contractor controlled, Project specific and Subcontractor furnished insurance policies for gaps in coverage and recommend alternatives and solutions. Assist the broker with the implementation and management of company sponsored Contractor Controlled Insurance Programs (CCIPs), including the ongoing financial evaluation of programs as well as the roll out and monitoring of the program at the project site. Assist with completing all required insurance applications for coverage renewals. Assist with the compilation/development of data for the company's annual renewal of the property and casualty insurance program. Review and analyze retrospective premium calculations. Participate and interact with Project Executives and Senior Management to provide high-level management reports and analysis of project activities, financial projections and loss reviews. Compile and maintain statistical reports as required.

Requirements: 4 year degree in related field preferred. Internship with a Contractor, Broker, or Insurance Company preferred. Exceptional interpersonal, written and verbal communication skills. Understanding of construction industry insurance products and terminology. Experience with large deductible insurance programs. Knowledge and ability to review and provide contractual analysis. Strong computer and financial skills.

To apply, please go to www.mccarthy.com/careers.

New Level Partners, LLC
Group Benefits Account Specialist
Parsippany, NJ

As of October 18, 2007

Description: Partnering with producers and other members of the team to provide service to our clients and members to ensure client satisfaction, Communicate with insurance carriers and vendors concerning client's insurance policies, new business and renewal business, Develop, maintain and apply knowledge of insurance programs, policies and agency procedures, Demonstrate a concern for timeliness and accuracy when interacting with customers, members, agency, and company personnel, Initiate marketing of new business and preparing RFP's, proposals and spreadsheets for new and renewal business, Manage claim issues (troubleshooting, research and resolution). Responsibilities will include: Ensure that all service commitments are met on entire block of business, Prepare and provide price quotes for all new and existing clients, as needed, Prepare and submit RFPs, Evaluate RFP results and make recommendations for clients, Review renewal actions and discuss/negotiate with carriers, Update producers and other team members on renewal results within required time frames, Process new cases by requesting appropriate documentation from clients and carriers, Coordinate enrollment process with clients utilizing General Agents (when necessary), Perform new case installation, Coordinate and attend enrollment meetings, Implement new benefits/products by working with carriers and client, Communicate to employees and/or administrators about their plan benefits, Educate and advise clients and producers on State and Federal legislation that impact Health and Welfare plans, Keep up with legislation that affects your day-to-day contact with the clients, Help administrators with billing or enrollment problems, Document transactions

Requirements: Must have active NJ Life/Health license, 7+ yrs of experience in group benefits, Expert knowledge of carrier procedures, products and industry operations, Strong Aptitude for sales and rounding accounts, Ability to establish and maintain good relationships with clients, carriers and coworkers.

Contact Barbara Harrison, Sr. Recruiter at 609-375-2220 or
bharrison@newlevelpartners.com

RSC Insurance Brokerage
Account Executive
Chicago, IL

As of November 11, 2007

Description: Contribute to the growth of revenue by directing and leading in the management of insurance solutions and projects to meet client needs in a dynamic and growing organization. This position is the primary point of contact for customers and is responsible for the development of strategic insurance and non-insurance initiatives on behalf of the client. This position requires strong insurance skills in order for the

individual to satisfy an array of client needs. Develop and maintain long term relationships with clients to enhance services and to deliver and identify new business opportunities. Ensure the renewal and retention of existing accounts by establishing client needs, maintaining client relationships and facilitation of the overall renewal process. Perform client risk management analysis and provide risk management advice. Consistently demonstrate a strong understanding of insurance coverage, applicability and exclusions to insure optimal program design for clients. Deploy appropriate resources to customers to enhance and develop service opportunities. Identify and analyze industry trends and developments to establish emerging client needs and changes in the marketplace as well as to identify business opportunities. Respond timely to all client issues and provide resolution to client related questions. Increase the value of accounts by identifying and converting additional business opportunities from current clients such as opportunities to provide analytical or consultative services. Analyze client requirements to identify an appropriate insurance or non-insurance solution. Negotiate placement terms and conditions with underwriters. Interact regularly with account managers, senior level manager, clients and underwriters. Lead client meetings, group presentations and marketing efforts. Review policies and initiate draft recommendations for coverage. Lead and train lower graded employee, as required.

Requirements: College degree or professional certification (CPCU, ARM or CIC) preferred. A minimum of 8 + years of progressive client representative experience in the insurance industry. Proficient in Microsoft Word, Excel and a working knowledge of PowerPoint.

Please submit your resume to www.careers@risk-strategies.com.

Sky Insurance

Account Relationship Manager Positions (2)

Boardman, OH; Canonsburg, PA

As of November 12, 2007

Description: The Account Relationship Manager must have a high degree of technical knowledge and capability to service an assigned book of business with minimal producer or management involvement. This position will independently service the large, more complex accounts. They will assist the producer in the production of new and renewal accounts and act as producer on assigned house accounts. Other responsibilities will include providing customer service by following required services standards and coordinate/communicate with producer on account status. Assist in the coordination and timely delivery of renewals. Oversee and direct the market survey process. Update policy information per service standards.

Requirements: Five or more years experience as an account manager or related position. High degree of Commercial Lines P&C, P&C license required. Designations helpful. Working knowledge of Word & Excel required. Sagitta experience a plus. This position

requires excellent communication skills and the ability to work independently. Candidate must be highly organized and detail oriented.

To apply for this position, please complete our on-line application www.huntington.com, reference IRC44409 and/or IRC53587.

VRT Insurance Services, Inc.

Account Executive

Oakland, CA

As of October 31, 2007

Description: VRT Insurance Services is a fast-growing regional brokerage in Oakland, CA with additional locations to be announced. We provide customized, expert insurance and consulting services and value performance excellence, leadership, innovation and competitiveness. We are looking for professional Commercial Insurance Account Executives with excellent written and verbal communication skills to be responsible for managing a book of commercial accounts (various industries, all lines). May also have some production responsibility. Responsibilities include client presentations, service plan and stewardship meetings, etc.; new business/renewals presentations/proposals; market submissions and manage market negotiations; account receivables management; review insurance policies; Premium/Loss Analysis and experience modification analysis; adhere to policies and procedures of brokerage.

Requirements: Previous brokerage experience is REQUIRED; P&C license (Property & Casualty) required; excellent oral and written communication skills, strong project management, time management, and analytical skills; insurance designation or demonstrated equivalent knowledge; must be detail oriented, have a customer service focus, and be able to meet deadlines with minimal supervision; must be able to work well in a team setting and juggle multiple priorities/tasks simultaneously; effectively utilize software programs including Microsoft Office and agency management systems (Applied/TAM preferred); prefer 4 year college degree or equivalent experience (minimum HS diploma).

Contact Karen Ramos @ krr@vrtinsurance.com. Please send resume and cover letter (including salary information). Please visit our website www.vrtinsurance.com. Also review our recent press releases (Google VRT).

VRT Insurance Services, Inc.

Account Manager

Oakland, CA

As of October 31, 2007

Description: Must possess the skills necessary to manage a commercial book of business, providing sales and service support to our Commercial Lines clients and

prospects. Responsible for interaction with Clients, including presentations, service plan and stewardship meetings, etc.; process new business/renewals, including presentations/proposals, detailed insurance summaries, endorsements, certificates, cancellations, audits, interim reports and other transactions; prepare and distribute market submissions; participate in and/or manage market negotiations; verify invoices; process insurance policies; prepare service plans and stewardship reports; prepare Premium/Loss Analysis and experience modification analysis; reconcile accounts receivable; assembly and set up files and proposals (hard copy and/or electronic); issue binders and I.D. cards; maintain client files on agency management computer system and perform various electronic transactions; adhere to policies and procedures of brokerage

Requirements: Minimum three years account handling with increasing responsibilities in an agency or brokerage; experience must include all lines of commercial coverage and market interaction; proficient in agency management systems (Applied/TAM preferred), internet-based applications and Microsoft products; excellent oral and written communication skills, strong project management, time management, and analytical skills; P&C license (Property & Casualty) or ability to obtain within 90 days of employment required; insurance designation or demonstrated equivalent knowledge; must be detail oriented, have a customer service focus, and be able to meet deadlines with minimal supervision; must be able to work well in a team setting and juggle multiple priorities/tasks simultaneously.

Contact Karen Ramos @ krr@vrtinsurance.com. Please send resume and cover letter (including salary information). Please visit our website www.vrtinsurance.com

Woodruff-Sawyer & Co.
Account Executive/Manager, Advisor and Advocate
Irvine, CA

As of November 9, 2007

Description: The D&O Practice is looking for an Account Executive/Manager that will provide technical and service support to a designated Producer in handling existing and future clients. They will also manage and service accounts in a manner that reflects Woodruff-Sawyer's standards of superior client service. In addition, they will assist in or take the lead on marketing negotiations with various carriers. Responsibilities consist of account servicing, management, communication, business development, organization/time management and any other related duties or responsibilities.

Requirements: Minimum of 4 years experience in related insurance position. Technical expertise in Corporate Executive Protection coverage's (D&O, Fiduciary, EPL, and E&O). Excellent direct experience with client proposals and presentations. Excellent analytical, negotiating, marketing and organizational skills. CA Property & Casualty Brokers license or within 3 months of hire.

For immediate consideration please email your resume to ppeterson@wsandco.com or visit our website at www.wsandco.com for additional information.

INSURANCE RECRUITING POSITIONS

Account Executive Architects & Engineers (\$150k - \$200k)

Parsippany, NJ

Growing, established broker seeks seasoned A&E professional to service significant existing book of business. This book consists of dozens of large accounts that need to be serviced from a risk management perspective. This position is for the seasoned A&E Specialist. We will consider Underwriting and Claims background, as well as broker experience. \$150k - \$200k. For more information, please contact Glenn Wootton at 954.421.0122 or gw@iicuri.com. www.InsuranceRecruitersUSA.com

Account Executive/Brokerage Producer (\$100k)

Northeast

Posted by Hollinger Jobs as of 11/9/07 www.hollingerjobs.com. We are looking for a skilled Account Executive or Client Advisor for an established regional broker in CT. We seek a candidate who can handle servicing and marketing of all lines of accounts, such as commercial property, or casualty and works well with producers in a team environment. Accounts include schools, municipalities, heavy industry, marine and yacht. Candidate must be adept at computer driven insurance and agency systems. The company environment is collegial and team oriented with each person expected to perform their own work as well as assist in servicing the clients needs overall. Salary is \$100k.

Contact: John R. Huttner @ www.hollingerjobs.com or email to jrhuttner@hollingerjobs.com, or call 732.247.5656. Re: Advisen Jobs.

Actuarial Associate (\$90k - \$125k)

Hartford, CT / New York, NY

Growing successful Property Casualty Company seeks ACAS or near ACAS to work in an exciting growing environment. This division writes specialty business that usually is underwritten in their non admitted company. You will work with complex business situations providing analysis for new products as this company expands into new lines of business. Interact with underwriting, data management, systems and marketing. \$90k - \$125k. For more information, please contact Glenn Wootton at 954.421.0122 or gw@iicuri.com. www.InsuranceRecruitersUSA.com

Affluent Personal Lines Sales / Team (\$200k)

New York, NY / Orlando, FL

This is an opportunity to be part of the nucleus of this talented team (equity possible). We are looking for demonstrated success in building and maintaining an Affluent/High Value portfolio in the retail space. This is a private venture being capitalized by private equity money and partnering with a highly successful independent commercial agency. This firm is looking for quality leadership and will consider a team of professionals or acquisition. The investors understand insurance and are in for the long view. If you are

the right individual, equity can be discussed. \$200k. For more information, please contact Ray Crowley at 954.421.0122 or rc@iicuri.com.
www.InsuranceRecruitersUSA.com

**Auto/Bus/GL Underwriter
Hartford, CT**

Our client, a leading New England based wholesale broker, seeks to add a professional to their program underwriting department. The desired experience is a minimum of two plus years, (or significantly more), underwriting auto, with a thorough understanding of coverage(s) and triggers. Position includes heavy interpersonal interaction, hence successful client management skills, or a sales type demeanor is a key component. Selected candidate will be highly motivated and a self-starter. Compensation dependent on experience level, but competitive base and bonus opportunity guaranteed. Please send your resume in confidence to Karen McCorkindale. kmccorkindale@smithhanley.com

**Aviation Managing Director (\$250k - \$350k)
Dallas, TX**

This is an organization that is recognized for its presence in the Aviation insurance industry. Your experience in the aviation space in underwriting, brokerage, wholesale or actual aviation industry leadership can be considered for this executive leadership role. This position will be responsible for short and mid term positioning of the firm and long term strategy to include a visionary understanding of the future of the segment and the positioning of the insurance product to be a lead competitor in the space. You will have full P/L responsibility for the business and provide the leadership to the people capital. For more information, please contact Ray Crowley at 954.421.0122 or rc@iicuri.com.
www.insurancerecruitersusa.com

**Aviation Underwriting Specialist (\$140k - \$160k)
Atlanta, GA**

Highly rated carrier that is recognized as one of the leaders in the aviation field has an opportunity for an experienced Aviation Underwriter. This position will work with large sophisticated accounts in the industry. Your experience can come from either carrier, MGA or retail provided you have a proven track record of success. This position will work with both Hull & Liability and will deal with coverage analysis, pricing and presentation with insureds. Your experience and skills in working with distribution partners will be also valuable to the position. This is a highly visible role in the company and industry. For more information, please contact Ray Crowley at 954.421.0122 or rc@iicuri.com. www.insurancerecruitersusa.com

**AVP – Broker Development (to \$160k)
New York, NY**

This is a world leader in the insurance arena. They are currently looking for someone to develop and manage business relationships with their large multi-national brokers. In this highly visible role you will work to increase business with cross selling opportunities, product development, account targeting, as well as other means. You should have at least 7 years of commercial lines experience, preferably handling a broad

array of products. You should also have outstanding communication skills and be highly motivated. This is a very strategic role in a growing division. The right person will be a self-starter with lots of initiative. Salary up to \$160k DOE. Lots of room for growth. For more information, please contact Lisa Bell at 954.421.0122 or lb@iicuri.com.
www.InsuranceRecruitersUSA.com

AVP Professional Liability Underwriter

New York, NY

My client is a leader in the global insurance arena. They are looking for a Professional Liability Underwriting professional to grow their E&O book in the US. The right person will be a strong negotiator with strong brokers' contacts and will work on a national and international platform. Experience with technology business is a plus, as is experience writing captive or ART business. You will work on a national and international platform. The right person will have several years of E&O underwriting experience coupled with strong retail and wholesale brokers' contacts. Salary into the mid \$100k depending on experience. For more information, please contact Lisa Bell at 954.421.0122 or lb@iicuri.com. www.insurancerecruitersusa.com

AVP, Account Manager, up to \$100k base

Hartford, CT

Our client, a specialty insurance company seeks an AVP, Account Manager for their Claims Programs department. In this position you will oversee all claim related aspects of managing 7 to 10 programs, you will provide supervision and guidance to lower level claim technicians and administrative staff and work closely with all levels of management. Qualifications include a Bachelors degree in business or one to three years' related experience and/or training and ten plus years claims experience; (property, casualty, or program preferred), three to five years alternative risk program claims experience and previous management experience. Travel required. Send resume to Sean de Groot. sdegroot@smithhanley.com

Brokerage Construction Specialists [2] (\$110k - \$150k)

NY/NJ/DC/Baltimore Area

Posted by Hollinger Jobs as of 11/9/07 www.hollingerjobs.com. Our client, a leading East Coast Brokerage Firm, seeks two [2] Construction Specialists with significant experience in Wrap Ups and/or Surety. Overall duties will be to manage and grow a profitable book of construction/surety business. Candidate will be responsible for ongoing construction/surety program management for clients, including service support, pricing, consultation, and reporting. Will act as a business advisor and lead construction stewardship, meet client performance expectations, help clients in construction and surety matters; financial items, contracts, operations, market issues and relevant trends. Seven + years experience. Proficiency in various computer software. Excellent oral and written communication skills, strong project management, time management, and analytical skills. Must be detail oriented, have a customer service focus, and be able to meet deadlines with minimal supervision. Must be able to work well in a team setting and juggle multiple priorities/tasks simultaneously. Sales and marketing capabilities a plus. One position is located in the Tri-State New York Area, and the other is in the

DC/Baltimore Area. Bachelor's degree or higher with Risk and Insurance Management/business related curriculum preferred. Target salary range is \$110k - \$150k. The position is also open to underwriters looking to break into the Wrap Up or construction area. Salary would be \$95k and up depending on experience. Contact: John R. Huttner @ www.hollingerjobs.com or email to jrhuttner@hollingerjobs.com or call 732.247.5656. Re: Advisen Jobs.

**Brokerage Mergers & Acquisitions Project Manager (\$100k - \$150k)
Northeast and Midwest**

Posted by Hollinger Jobs as of 11/9/07 www.hollingerjobs.com. This is a newly created position. Our client, a well established broker is expanding an existing team of M&A specialists. This expansion requires candidates at project manager level and below. The positions require experience in servicing private equity clients and managing due diligence projects which emanate from the buyout industry. Candidates should have experience in providing solutions for the PE industry & their portfolio of companies. Background should include experience with projects in one or all of the following: where the PE client is in the entry phase, where the PE client is in the holding period phase, or where the PE client is in the exiting phase. Candidates must possess excellent communication skills and a history of working with M&A deals. Management and/or Sales experience is a plus. Compensation will be appropriate with the level of expertise [\$100k - \$150k+]. An MBA, CPCU, ARM, or JD designation is preferred. Contact: John R. Huttner @ www.hollingerjobs.com, or email to jrhuttner@hollingerjobs.com, or call 732.247.5656. Re: Advisen Jobs.

**Brokerage Producer (\$100k)
Northeast**

Posted by Hollinger Jobs as of 11/9/07 www.hollingerjobs.com. We are looking for a skilled Account Executive or Client Advisor for an established regional broker in CT. We seek a candidate who can handle servicing and marketing of all lines of accounts, such as commercial property, or casualty and works well with producers in a team environment. Accounts include schools, municipalities, heavy industry, marine and yacht. Candidate must be adept at computer driven insurance and agency systems. The company environment is collegial and team oriented with each person expected to perform their own work as well as assist in servicing the clients needs overall. Salary \$100k. Contact: John R. Huttner @ www.hollingerjobs.com or email to: jrhuttner@hollingerjobs.com or call 732.247.5656. Re: Advisen Jobs.

**Business Analyst / M&A Analyst (\$90k - \$110k)
Atlanta, GA**

This is a property and casualty underwriting company that is highly rated. Your strong analytical skills will be complemented by your familiarity with the property/casualty insurance industry. Through product, market, competitor analysis you will help guide the senior leadership of this insurance company on the continued growth into different segments and niches in the industry. This will include geographic impact from a global perspective. Additionally you will be exposed to and included in on potential acquisitions by the firm to help assess compatibility and feasibility of the acquisition.

For more information, please contact Ray Crowley at 954.421.0122 or rc@icuri.com.
www.insurancerecruitersusa.com

Casualty Underwriter (to \$150k base plus bonus)

New York, NY

Our client, a leading Global Insurance company seeks a Casualty Underwriter to underwrite large corporate casualty accounts for Technology and Construction. Focus is on Professional Liability lines E&O for Technology media and Telecom Companies for direct insurance and captive business. The position also provides opportunities to work in the alternative risk transfer business area. Incumbent will support and further enhance market penetration in the US market either with retailers or through wholesale brokers. Minimum 2 years of experience in professional liability underwriting with a preference of experience in Technology E&O required. Send resume to Cheryl Tara.
ctara@smithhanley.com

Chief Financial Officer (\$150k – \$225k)

NJ

Posted by Hollinger Jobs as of 11/9/07 www.hollingerjobs.com. Our client, an A rated insurance company, is seeking a Chief Financial Officer to oversee all the functions of the finance department, assuring that practices comply with regulations and company fiscal policy. The position will work closely with the Holding Company's finance group to ensure corporate policies are adhered to. Ideal candidate must be able to prepare monthly, quarterly, annual financial and operating reports, will be required to work with all departments and must advise management on emerging issues and long range financial plans. The candidate's qualifications must include 5-10 years combined finance and insurance experience including GAAP, as well as, a Bachelors Degree and C.P.A. Other designations and degrees such as M.B.A. are a plus. Must have fluent computer skills and graphic skills. Compensation is \$150k - \$225k depending on experience. Contact: John R. Huttner @ www.hollingerjobs.com or email to: jrhuttner@hollingerjobs.com or call 732.247.5656. Re: Advisen Jobs.

Chief Underwriting Officer – Workers Comp (\$200k - \$240k)

Fort Lauderdale, FL

This is a privately held specialty carrier that is both successful and growing. The rates are softening but this insurance company has a model that continues to work and prove successful and profitable. Your underwriting experience should include national Workers Comp exposure, familiarity with many states, distribution, pricing, product development, and reinsurance contracts. This will report to the CEO/Chairman and be a critical strategic team member of this exciting carrier. This firm is just about through the raising capital stage to advance their strategy to grow and perhaps go public. Be a part of this ground floor and benefit directly from the success. For more information, please contact Ray Crowley at 954.421.0122 or rc@icuri.com.
www.insurancerecruitersusa.com

Commercial Lines Underwriting Territory Manager (\$70k – \$100k)

Northern New England

Posted by Hollinger Jobs as of 11/9/07 www.hollingerjobs.com. Financial strong property and casualty insurance carrier is seeking a Commercial Underwriting Territory Manager for Northern New England. Qualified candidates should possess a strong background with underwriting and marketing mid size primary commercial accounts. A true Generalist with production experience who knows the independent agents in Northern New England (ME, NH, VT). Experience/background assigning and/or terminating agents. College degree and/or insurance designation required. Work from home, company car, base+ substantial bonus plan provided. Contact: James A. Lieberman @ www.hollingerjobs.com or email to: jalieberman@hollingerjobs.com or call 732.247.5656. Re: Advisen Jobs.

**Commercial Underwriter – E&S (\$60k - \$100k)
MA - Central**

Posted by Hollinger Jobs as of 11/9/07 www.hollingerjobs.com. Established wholesale broker is seeking an Excess & Surplus Lines Commercial Underwriter to join their staff. Appropriate candidate will have 3-5 years minimum experience in the wholesale environment, multi line commercial coverage background with experience developing a profitable book of business for the New England Region. Mid to large size account background a plus. College degree a plus. License required or willing to obtain. \$60k - \$100k Base+ bonus plan, depending on level of experience. Contact: James A. Lieberman @ www.hollingerjobs.com or email to jalieberman@hollingerjobs.com or call 732.247.5656. Re: Advisen Jobs.

**Construction Wrap Up - Program Manager (\$140k)
Southeast**

Posted by Hollinger Jobs as of 11/9/07 www.hollingerjobs.com. Our client, a well established broker is seeking a Construction Wrap-Up Program Manager in the Southeast. This position is responsible for client-focused duties in connection with the administration of wrap up insurance programs, including interaction with project Sponsors, contractors and insurers, and supervision of Program Administrators handling project enrollment, certification, credit tracking and claims coordination processes, as well as, participating in sales and marketing activities for new and existing wrap up accounts. Qualified candidate will have brokerage or insurance carrier background and 5+ years experience with construction projects. College degree preferred. Target salary range is \$140k. Contact: John R. Huttner @ www.hollingerjobs.com or email to: jrhuttner@hollingerjobs.com or call 732.247.5656. Re: Advisen Jobs

**Construction Wrap Up Specialist [2] (\$110k - \$140k)
NY/NJ/DC/Baltimore Area**

Posted by Hollinger Jobs as of 11/9/07 www.hollingerjobs.com. Our client, a leading East Coast Brokerage Firm, seeks two [2] Construction Specialists with significant experience in Wrap Ups and/or Surety. Overall duties will be to manage and grow a profitable book of construction/surety business. Candidate will be responsible for ongoing construction/surety program management for clients, including service support, pricing, consultation, and reporting. Will act as a business advisor and lead construction stewardship, meet client performance expectations, help clients in construction and surety

matters; financial items, contracts, operations, market issues and relevant trends. Seven + years experience. Proficiency in various computer software. Excellent oral and written communication skills, strong project management, time management, and analytical skills. Must be detail oriented, have a customer service focus, and be able to meet deadlines with minimal supervision. Must be able to work well in a team setting and juggle multiple priorities/tasks simultaneously. Sales and marketing capabilities a plus. One position is located in the Tri-State New York Area, and the other is in the DC/Baltimore Area. Bachelor's degree or higher with Risk and Insurance Management/business related curriculum preferred. Target salary range is \$110k - \$140k. The position is also open to underwriters looking to break into the Wrap Up or construction area. Salary would be \$95k and up depending on experience. Contact: John R. Huttner @ www.hollingerjobs.com or email to: jrhuttner@hollingerjobs.com or call 732.247.5656. Re: Advisen Jobs.

D&O Broker (to \$75k)

Chicago, IL

Our client, a top ten and growing, property and casualty broker, seeks to add a junior broker to their management and professional liability practice in downtown Chicago. If you have 1-2 (or 3) years experience in these products, - must be in a brokering, not underwriting role – we would like to hear from you. The ideal candidate will be a self starter, motivated and career focused individual. If you fit this criteria, and you are ready to take it to the next level, please send your resume in confidence to Karen McCorkindale. kmccorkindale@smithhanley.com

D&O Brokers

National

Several Top 10 Property and Casualty brokers seek to add professionals to their Management and Professional Liability practice groups in key cities around the U.S. Backgrounds can include underwriting and broking, or all broking, with a focus on large commercial accounts. In addition, desirable candidates will have technical product expertise, financial acumen and strong presentation and client interfacing skills. Positions are available in these cities: San Francisco, CA: AVP to \$120k base and VP to \$150k base New York, NY: VP or SVP, to \$175k base Minneapolis, MN: Broker to \$80k base Denver, CO: AVP to \$115k base Please send your resume in confidence to Karen McCorkindale. kmccorkindale@smithhanley.com

D&O Underwriting Executive (\$150k - \$170k)

Los Angeles, CA

This is an outstanding opportunity with a highly rated carrier with a strong reputation in this product niche. This position will work with some of the most complex and sophisticated accounts in the marketplace. You should have a solid track record of D&O underwriting or brokering experience. This position will have significant authority based on your credentials and will be at the point of transactions with the retail and wholesale communities. You will be representing the product that the distribution partners are looking for. For more information, please contact Ray Crowley at 954.421.0122 or rc@iicuri.com. www.insurancerecruitersusa.com

**D&O/E&O Account Manager / Service Manager
London, UK**

This London, UK based position is a new opportunity for a D&O/E&O professional from either an underwriting or broker background. My client is a mid size insurance broker that is big enough to have market impact but small enough to operate on a collegiate basis and allow growth. Your experience should be in Directors and Officers/Errors and Omissions coverage and you should have client facing skills. This position will work with Senior Executives of the US broker to service the existing customer base in London and Europe. This position will be part of a strong team that has experienced great success and has a bright future. This position is a critical cornerstone for this firms continued growth in Europe. If you are a Senior Insurance Professional, you can work autonomously and have creative freedom to get the job done, or if you are more in a developing mode, you will be mentored by a great team and exposed to all aspects of the business cycle. For more information, please contact Brian Fenner at 954.421.0122 or bf@iicuri.com. www.insurancerecruitersusa.com

**Director of Recruiting (to \$125k)
New York, NY**

I am representing an A rated, entrepreneurial insurance company that is recognized as one of the top property casualty insurers in the business. My client has experienced unprecedented growth the past couple of years, which has led to the expansion of their corporate HR team in New York City. We are looking for a dynamic individual that is well organized and has the personality to bring diverse groups of people together. Experience recruiting in the P&C industry desired. You will be responsible for building the recruiting matrix and processes necessary for this organization to continue to grow and prosper. Salary to \$125k DOE. For more information, please contact Brian Fenner at 954.421.0122 or bf@iicuri.com. www.insurancerecruitersusa.com

**Director U.S. Sales and Development (\$150k)
Southeast**

Posted by Hollinger Jobs as of 11/9/07 www.hollingerjobs.com. Established risk management, contractor and financial services provider is seeking a Director of U.S. Sales and Development to drive sales for maximum volume and potential throughout all U.S. markets. This position oversees field sales staff and sales operations throughout the United States, requiring the appropriate individual to have current field sales management responsibilities. The Director will oversee the sales and development of services by establishing relationships with insurance companies and top level related accounts, training and developing field staff, establishing sales goals and objectives, marketing plans and represent company at trade shows, seminars and industry related functions. The preferred candidate will possess a Bachelor's degree (or equivalent) in Business, Marketing or related field, along with demonstrated success in sales and sales management. This lucrative position also requires familiarity with insurance services, risk management, and associated terminology, customs and practices. Base Pay to \$150k+ lucrative bonus plan, company car, benefits, relocation package. Contact: James A.

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

Enterprise Risk Actuary (\$200k - \$350k)

Hamilton, Bermuda

Well capitalized reinsurer with a solid Property CAT book has been expanding to other lines and seeks an ERM actuary to work as part of the senior management team to track, evaluate, identify and recommend adjustments to the book of business. This firm has top ratings and significant capital. You will help shape the direction of the firm in the future. They seek an ACAS or FCAS with Enterprise Risk Management experience. Any dynamic financial analysis exposure would be a real plus. Prior reinsurance industry experience desired. For more information, please contact Glenn Wootton at 954.421.0122 or gw@iicuri.com. www.insurancerecruitersusa.com

Excess Umbrella Casualty Underwriting Executive Large Risk (\$130k - \$160k)

San Francisco and Atlanta

Our client, a leading insurance company seeks an Underwriting Leader with 15+ years experience to manage a team of Excess Casualty underwriters in the large risk and middle market segments. In this position you will also coordinate marketing activities with brokers, provide support in meeting overall unit and objectives, and evaluate the underwriting effort and accomplishments of the group. Selected candidate will have an excellent knowledge of the US umbrella/excess liability market for large corporate and middle market accounts, and a solid network with large and mid-size brokers both locally and nationally. Bachelor's degree or graduate degree, preferably with major in Finance/Economics or Risk Management. Please send resume to Andy Davis. adavis@smithhanley.com.

Facultative Underwriting Product Specialist (\$90k - \$110k)

Westchester County, NY

Our client, a leading Global Insurance company, seeks a Facultative Underwriting Product Specialist with a minimum of 5 years experience in underwriting commercial/industrial risks. In this position you will provide product support to the US and Latin America operations, including auditing, reporting, training, referrals, etc. and develop product and portfolio related reporting. Ideal candidate will have a solid property underwriting background and a general understanding of the functioning of reinsurance treaties. Spanish language is a plus. Position requires traveling in the US and Latin America. Please send resume to Cheryl Tara. ctara@smithhanley.com

FCAS Chief Actuary (\$200-250k base ++)

Young rapidly growing insurance carrier seeks its first Chief Actuary. This is a commercial lines carrier with its main line of business being Workers Compensation. This firm is licensed in 15 states and expanding quickly. This position reports to the President and works closely with CUO and CFO. Responsibility for all pricing and reserving, development and management of department and sign off on statement MAAA required. This is an exciting company on a major growth track. \$200-250k base ++. For

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

Financial Analyst / Mergers & Acquisitions (\$100k - \$120k)

NY

Posted by Hollinger Jobs as of 11/9/07 www.hollingerjobs.com. This is an excellent opportunity to advance in a fast growing environment working with an established M&A team. Candidates should have experience in analytical problem solving, research, in depth knowledge of business practice and processes. Additional knowledge and proficiencies with spreadsheets and data base software plus the ability to work independently are useful. Existing insurance knowledge and familiarity with the M&A practices including acquisition and post acquisition issues. Candidates must be able to perform complex research and analysis to support business operations in M&A, develop recommendations, address problems/issues and make presentations to the supervisor, project leader or manager. Essential functions include analysis and development of reports and valuation models for an existing insurance portfolio relating to Mergers and Acquisitions; preparing various internal financial reports, presentations and analyses to support monthly budget variance review; play important role in the communication, development and reporting of annual Mergers and Acquisitions budget; assist with special projects. Effective communication skills for writing reports/proposals and making presentations is a plus. Appropriate candidate will have a BA in Accounting, Finance or Business Administration and a minimum of five years of financial work experience. MBA or equivalent designation is highly desirable. This is a newly created position. Salary range is \$100k - \$120k. Contact: John R. Huttner
[@www.hollingerjobs.com](mailto:jrhuttner@hollingerjobs.com) or email to: jrhuttner@hollingerjobs.com or call 732.247.5656.
Re: Advisen Jobs

Global Extended Warranty Manager (\$140k - \$170k)

New York, NY

This is a global organization with an established successful business in the extended warranty business. Their products include brown, white, grey, loyalty programs and others. Your experience should include experience in one or more of these product niches, profit and loss responsibility, distribution familiarity and the passion for new opportunities. This client is an insurance organization with financial strength and market savvy that is unrivaled. This position will be based in NY and help manage the worldwide business enterprise. Any international experience or linguistic skills will be attractive. There will be international travel and ultimately the opportunity to post overseas. For more information, please contact Ray Crowley at 954.421.0122 or rc@iicuri.com. www.insurancerecruitersusa.com

Health Care Practice Leader (\$75k - \$130k)

NJ

Posted by Hollinger Jobs as of 11/9/07 www.hollingerjobs.com. Established regional and growing brokerage firm with both retail and wholesale divisions is seeking a Health Care Practice Leader, an addition to staff. The Practice Leader is the resident professional liability expert on the risk management and brokerage needs of physicians, hospitals,

allied health care and other providers. The PL will develop relationships with key industry association leaders, carrier executives and “centers of influence” to provide the practice with superior market intelligence and an exceptional industry networking. The PL will also be responsible for (i) establishing, communicating and training staff on the technical sales and service standards necessary to properly serve this client segment (ii) tracking key client, claim and carrier trends and distilling this information into easily understandable insights communicated frequently to practice staff (iii) be a technical, sales and service resource for Client Executives and Account Managers (iv) assisting Retail P&C President in developing annual business plans including carrier, service and sales strategy. Contact: James A. Lieberman @ www.hollingerjobs.com or email to: jalieberman@hollingerjobs.com or call 732.247.5656. Re: Advisen Jobs.

**Large Lines Casualty Production Underwriter (\$95k – \$110k)
Northern, NJ**

Posted by Hollinger Jobs as of 11/9/07 www.hollingerjobs.com. A+ property and casualty insurance carrier is seeking a Large Lines Senior Commercial Underwriter with production responsibilities. The successful candidate should have 5 years minimum of commercial casualty underwriting, accounts size in the \$500k-\$1 million dollar premium range. College degree preferred. Some local travel required. Position requires strong technical skill sets and ability to develop and maintain relationships with independent agents. The compensation range for this position is approximately between \$95k - \$110k. Contact: James A. Lieberman @ www.hollingerjobs.com or email to: jalieberman@hollingerjobs.com or call 732.247.5656. Re: Advisen Jobs.

**Lloyds Syndicate President (\$250k - \$400k)
London, England**

High quality, diversified insurance group seeks Executive to start a Lloyds syndicate. This organization plans to target marine, aviation, terrorism, property, casualty and the major exposures Lloyds is known for. We seek someone currently at Lloyds. This company is not looking to grow a reinsurance syndicate. \$250k - \$400k plus bonus and equity. For more information, please contact Glenn Wootton at 954.421.0122 or gw@icuri.com. www.InsuranceRecruitersUSA.com

**Medical Malpractice E&O Underwriter (\$60k - \$90k)
Chicago**

Our client, a leading specialty insurance company seeks a 3-5 year Allied Health, Medical Malpractice E&O underwriter to work in their Chicago location. Client would consider both medical facilities and/or physician's E&O backgrounds. This fast growing company offers an excellent growth opportunity. Please send resume to Stacie Simeone. ssimeone@smithhanley.com

**Mergers & Acquisitions / Financial Analyst (\$100k - \$120k)
NY**

Posted by Hollinger Jobs as of 11/9/07 www.hollingerjobs.com. This is an excellent opportunity to advance in a fast growing environment working with an established M&A team. Candidates should have experience in analytical problem solving, research, in

depth knowledge of business practice and processes. Additional knowledge and proficiencies with spreadsheets and data base software plus the ability to work independently are useful. Existing insurance knowledge and familiarity with the M&A practices including acquisition and post acquisition issues. Candidates must be able to perform complex research and analysis to support business operations in M&A, develop recommendations, address problems/issues and make presentations to the supervisor, project leader or manager. Essential functions include analysis and development of reports and valuation models for an existing insurance portfolio relating to Mergers and Acquisitions; preparing various internal financial reports, presentations and analyses to support monthly budget variance review; play important role in the communication, development and reporting of annual Mergers and Acquisitions budget; assist with special projects. Effective communication skills for writing reports/proposals and making presentations is a plus. Appropriate candidate will have a BA in Accounting, Finance or Business Administration and a minimum of five years of financial work experience. MBA or equivalent designation is highly desirable. This is a newly created position. Salary range is \$100k - \$120k. Contact: John R. Huttner @ www.hollingerjobs.com or email to: jrhuttner@hollingerjobs.com or call 732.247.5656. Re: Advisen Jobs

Operations Manager – Commercial Casualty (\$125k +Bonus)

NJ

Posted by Hollinger Jobs as of 11/9/07 www.hollingerjobs.com. Our client, a major Property and Casualty carrier in the N.E., seeks a Field Operations Manager to handle the expanding territory in the assigned area. The book of business currently is \$215 million. The candidate must have underwriting P&C experience.. This is a highly visible leadership position with responsibilities including management of the underwriting team and all inside operations for the states of NY and NE territory. There are 3 direct reports, and indirect reports include 27 underwriters, assistants and their processing department. Additional duties include. Must have exceptional customer service skills and attainment of regional goals. Will be responsible for implementation, direction and control of underwriting programs, policies and procedures. The candidate will evaluate and give guidance to staff. Will oversee work flow and productivity to ensure they meet/exceed management expectations. Must ensure department compliance with company's philosophy and procedures. Will mediate and resolve complaints or concerns related to underwriting or service of the department, The candidate must have 10 years Multi-line Commercial Property and Casualty carrier underwriting experience and 5 years supervising technical and non technical staff members. Must have superior communication and negotiation presentation skills. Relocation is available. Salary range \$125k with generous bonus. Contact: Fran Kaye @ www.hollingerjobs.com or email to: frankaye@hollingerjobs.com or call (main office) 732-247-5656 or (direct dial) 704-788-1470. Re: Advisen Jobs.

P&C Generalist Underwriter

Hartford, CT

Our client, a leading New England based wholesale broker, seeks to add a generalist underwriter (auto, GL, excess and package) to their program underwriting department.

Strong product knowledge/3-5 years experience, (or significantly more), desired. The role would have oversight for all program(s) overflow and assist in new program design and implementation. All successful hires are motivated, ambitious and dedicated professionals. A sales type demeanor is a plus. Compensation dependent on experience level, but competitive base and bonus opportunity guaranteed. Please send your resume in confidence to Karen McCorkindale. kmccorkindale@smithhanley.com

P&C Insurance CFO (\$175k - \$250k)

Cherry Hill, NJ / Phoenix, AZ

Major commercial insurance group seeks CFO for its new start up subsidiary. This company has an AM Best rating of A and a market quality reputation of outstanding. You will be responsible for setting up all financial controls, oversight of billings and collections, all financial reporting STAT, GAAP, SOX compliance and building a team. This is a ground floor start up opportunity with tremendous capital and top ratings. 10+ years' property casualty accounting plus experience as a Controller or CFO required. CPA required. \$200k+. For more information, please contact Glenn Wootton at 954.421.0122 or gw@iicuri.com. www.insurancerecruitersusa.com

P&C 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. 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 gw@iicuri.com. www.InsuranceRecruitersUSA.com

President Specialty Insurance (\$300k - \$400k)

Atlanta, GA

This is a global carrier that has a quality reputation in specialty markets to include marine, energy and aviation. This position will be a strategic leader but also understand the need to have a core team of quality management executives to execute strategy and continue to develop and grow distribution relationships globally. Your pedigree likely will be finance or underwriting but your proven track record of running a mid size (500 million) insurance company is critical. All business operations will report up; underwriting, distribution, product development, legal, compliance, financial, claims, customer care, technology. You must have the proven skills, energy and passion to help chart and bring this company to its future. For more information, please contact Ray Crowley at 954.421.0122 or rc@iicuri.com. www.insurancerecruitersusa.com

Producer / Business Development Executive (\$70k - \$300k)

Southeast

Posted by Hollinger Jobs as of 11/9/07 www.hollingerjobs.com. Established and financially strong Program Administrator is seeking a Producer/Business Development Executive to open new markets, establish relationships with brokers and sell their existing programs, focusing on workers compensation, employers liability and marine coverage nationally. Focus geographically will cover major port areas in the United

States. This position requires a true sales executive with proven production experience who is willing to travel nationally 3-4 days a week, attend trade shows, conferences, etc. There are no management/supervisory responsibilities. This position is structured to be located in the Southeast Region and/or work from home with a home office arrangement. Compensation will be structured based on level of experience and what the appropriate candidate can bring to the company - the salary range is \$70k - \$300k. Successful candidate should have strong communication and relationship building skill sets. Country club membership highly preferred. Contact: James A. Lieberman @www.hollingerjobs.com or email to :jalieberman@hollingerjobs.com or call 732.247.5656. Re: Advisen Jobs.

Producers (to \$150k)

New York, NY, Hartford, CT, New Haven, CT

Our client, a leading independent broker, seeks Producers specializing in the management liability field, particularly FI. Selected candidates will have 8+ years experience and business/clients that will consider following. Must have excellent communication skills and be proficient in Word, Excel and PowerPoint. Licensed professional preferred. Send resume to Sean deGroot. sdegroot@smithhanley.com

Product Manager – Professional Liability (\$140k - \$180k)

Chicago, IL

An A+ rated international carrier is growing their domestic business. They currently have an opportunity for an Underwriting Manager for their Professional Liability division. This is a dynamic growing organization that is looking for a strong E&O professional to lead this well respected practice. This position will work on a national platform and cover multiple types of E&O segments. Candidate will have at least 10 years E&O experience with recent or current leadership responsibilities. Position can either be in Kansas City or Chicago. For more information, please contact Lisa Bell at 954.421.0122 or lb@iicuri.com. www.insurancerecruitersusa.com

Product Manager – Workers Comp (\$140k - \$180k)

Chicago, IL

My client is an A+ rated international leader in the insurance industry. As they grow their US operations they have an opportunity for an Underwriting Manager for their Workers Comp division. You will work on a national platform growing an already successful book of small to mid market WC business, based in either Kansas City or Chicago. This is a strategic role where you will be responsible for developing business through pricing and product management. You should have experience leading, growing and motivating a team. For more information, please contact Lisa Bell at 954.421.0122 or lb@iicuri.com. www.insurancerecruitersusa.com

Program Manager - Healthcare (\$120k - \$150k)

New York, NY

My client is a leader in the Healthcare Underwriting arena and they are currently looking for an Underwriting Manager for their growing team in New York. In this role you will have responsibility for a region and work directly with Program Administrators. You

will work closely with claims, legal, actuarial and marketing departments on product development, budgeting, profitability, etc. In this role you will work with diverse Med Mal products such as Physicians, hospitals, facilities to name a few. You will be responsible for referral underwriting for the more sophisticated accounts. Salary DOE. For more information, please contact Lisa Bell at 954.421.0122 or lb@iicuri.com. www.insurancerecruitersusa.com

Program Manager- Construction Wrap Up (\$140k)

Southeast

Posted by Hollinger Jobs as of 11/9/07 www.hollingerjobs.com. Our client, a well established broker is seeking a Construction Wrap-Up Program Manager in the Southeast. This position is responsible for client-focused duties in connection with the administration of wrap up insurance programs, including interaction with project Sponsors, contractors and insurers, and supervision of Program Administrators handling project enrollment, certification, credit tracking and claims coordination processes, as well as, participating in sales and marketing activities for new and existing wrap up accounts. Qualified candidate will have brokerage or insurance carrier background and 5+ years experience with construction projects. College degree preferred. Target salary range is \$140k. Contact: John R. Huttner @ www.hollingerjobs.com or email to: jrhuttner@hollingerjobs.com or call 732.247.5656. Re: Advisen Jobs

Property Broker (3)

Los Angeles/Dallas/Kansas City

Our client, a nationally recognized property and casualty broker, seeks to add a professional to each of their teams in the cities of LA, Dallas and KC. The ideal candidate will have five plus years experience in large account property broking, which can include an underwriting background. Please possess strong product knowledge, a good understanding of the marketplace, and solid relationships. Personally, we seek candidates with high energy, drive and enthusiasm. This industry leader offers you a positive work environment and recognition for your contributions. Highly competitive base salary and bonus opportunity; compensation determined by experience level and personal attributes. Please send your resume in confidence to Karen McCorkindale. kmccorkindale@smithhanley.com

Property Casualty CFO (\$175k - \$225k+)

Pompano Beach, FL

Young profitable insurance company seeks CPA to run financial operations for the group. This organization is growing steadily and needs a CFO to take them to the next level. Solid SEC experience along with responsibility for financial, treasury and accounting functions. Experience with both Statutory and GAAP accounting will be necessary. You will be involved in budgets, financial planning, lines of credit and banking relationships, M&A due diligence and deal structuring as well as managing the outside CPA firm. \$175k - \$225k base plus bonus and stock. For more information, please contact Glenn Wootton at 954.421.0122 or gw@iicuri.com. www.insurancerecruitersusa.com

Property Casualty CFO (\$200k - \$250k+)

Phoenix, AZ

Highly successful and growing company with an A Best rating seeks a CPA to head all financial operations for the company. This organization has a solid reputation in its marketplace and the CFO plays a visible and key role in both the management and the direction of the company. This President is looking for a partner to help run the company. Cash comp \$200k - \$250k plus stock. For more information, please contact Glenn Wootton at 954.421.0122 or gw@iicuri.com. www.insurancerecruitersusa.com

Property Casualty Reserving Actuary (to \$150k)**New York, NY**

Large highly successful insurance group seeks sharp new associate to help grow their domestic company. This person will be responsible for quarterly loss reserve analysis of business, will participate in management meeting to discuss results, get involved with assumed reinsurance and work with the accounting people to generate data. You will put together PowerPoint presentations on results and get involved in the planning process. To \$150k For more information, please contact Glenn Wootton at 954.421.0122 or gw@iicuri.com. www.InsuranceRecruitersUSA.com

Property Product Specialist (\$80k - \$120k)**Westchester County, NY**

A+ rated global leader in the insurance arena is looking for a Product Specialist for their facultative property division. This is a highly visible role as you will work within the unit handling auditing, training, quality control, etc. You will be working domestically and in Latin America. You should have at least 5 years of property underwriting experience and strong analytical skills. Experience with reinsurance is a plus, as is Spanish language skills. Domestic and Latin American travel. Salary DOE. For more information, please contact Lisa Bell at 954.421.0122 or lb@iicuri.com. www.insurancerecruitersusa.com

Regional Marketing Directors, P&C**NY/MA/FLA**

Our client, a prominent wholesale broker, seeks marketing directors for several regions. Selected candidates must be disciplined, ambitious, self starters with high energy and strong agency relationships, well versed in all lines. Marketing experience is a plus, but if you are a 5 year+ underwriter or broker that would like to take charge of your day and drive your compensation based on your own results, your search ends here. Regions that we desire to compliment are: Upstate NY, Boston/MA, Daytona Beach/FLA areas. Competitive compensation, excellent benefits, great company. Send your resume in confidence to Karen McCorkindale. kmccorkindale@smithhanley.com

Risk Manager (\$200k)**Mid-Atlantic**

Posted by Hollinger Jobs as of 11/9/07 www.hollingerjobs.com. Well established full services financial firm is seeking a Director of Corporate Risk Management for their Mid Atlantic location. The responsibilities are primarily property and casualty, with knowledge of pension, benefits and welfare plus. Duties are to direct the review,

analysis, management and placement of all insurances and supervise a small staff. A strong knowledge of all Capital & Financial markets, as well as, a sound understanding of related treasury duties is helpful. Qualified candidates will have a minimum of ten years experience as a Risk Manager or be a strong #2. Degrees include: RM, MBA, CPCU etc. This is an excellent firm with good growth potential. Salary is \$200k. Contact: John R. Huttner @ www.hollingerjobs.com or email to: jrhuttner@hollingerjobs.com or call 732.247.5656. Re: Advisen Jobs

Senior Broker - Casualty (\$115k)

East

Posted by Hollinger Jobs as of 11/9/07 www.hollingerjobs.com. Our client, a major insurance brokerage firm, is seeking a Commercial Lines Casualty Broker to be responsible for managing a book of existing business for Fortune 1,000 or equivalent accounts. This position will work closely with Sales, AE's, Marketing Teams and Insurers to successfully implement the client's requirements for program designs and coverages utilizing strong negotiation, communication, project management and PC skills while employing a thorough technical knowledge of the commercial casualty arena. Candidates must have the REQUIRED SKILLS and disciplines sufficient to perform essential duties outlined above and handle complex national & international Risk Management accounts. The ideal candidate will have 5+ years of experience with Large Commercial Lines accounts. Candidate must also have a strong command of both the verbal and written skills necessary to effectively communicate risk concepts and the ability to negotiate program concepts and designs for clients to insurers. Base salary is \$115k. Contact: John R. Huttner @ www.hollingerjobs.com or email to: jrhuttner@hollingerjobs.com or call 732.247.5656. Re: Advisen Jobs.

Senior Captive Executive (\$200k - \$250k)

New York, NY / Hartford, CT

This is an insurance carrier with a high rating and an appetite for success. You should have clearly demonstrated credentials and a successful track record in the captive insurance marketplace that will differentiate you from the pack. This is a leadership role that will have P/L responsibility. There is an existing portfolio of property, casualty and specialty currently. This firm is looking for a dynamic leader that will maximize opportunities that exist currently, but also have direct impact on creating new opportunities. You should have a very solid familiarity with the distribution points for this product nationally. \$200k - \$250k. For more information, please contact Ray Crowley at 954.421.0122 or rc@iicuri.com. www.insurancerecruitersusa.com

Senior Casualty Underwriter (\$75k - \$100k)

Chicago, IL

Posted by Hollinger Jobs as of 11/9/07 www.hollingerjobs.com. Our Chicago based carrier seeks a Sr. Casualty Underwriter as an addition to staff of 3. These accounts are small to mid size. Some accounts are \$5k - \$500k but the average being \$75k-\$100k. Line lines of business include retail, manufacturing and some transportation (auto). The ideal candidate will be familiar with the Illinois, Iowa Market. The ability to develop new business and develop relationships through good customer service is essential.

Knowledge of Micro software applications is important. Must have Worker's Comp, General Liability, and Auto. Minimum of 5 years experience, college degree and multi line experience is preferred. Salary \$75k-\$100k. Contact: Fran Kaye @ www.hollingerjobs.com or email to: frankaye@hollingerjobs.com or call (main office) 732-247-5656 or (direct dial) 704-788-1470. Re: Advisen Jobs.

Senior Casualty Underwriter (\$90k - \$125k)

Chicago, IL

Our client, a leading insurance company seeks a Senior Casualty Underwriter for their Chicago location. Ideal candidate will have 7 years experience in the underwriting of large corporate and mid-market Excess Casualty accounts with a focus on General and Products Liability for direct insurance and captive business job responsibilities include analyses and assessment of technical reinsurability in respect to exposures and coverage's of new opportunities and renewal submissions, reviewing cover structures, wordings and proposals and preparing quotations. A bachelor's degree and a solid broker network are required. Please send resume to Andy Davis. adavis@smithhanley.com

Senior Group Benefits Team Leader (\$85k - \$100k)

NYC Area

Posted by Hollinger Jobs as of 11/9/07 www.hollingerjobs.com. Financially strong and well established retail brokerage firm is seeking a Sr. Group Benefits Team Leader to service a small to mid size group benefits book and lead/supervise Group Benefits AE's. Qualified candidates must possess small to mid size group benefits background in a servicing and marketing role. Strong technical skill sets required. 5-8 years total experience, 2-3 years of supervisory experience required. College degree preferred. License required. Salary range is \$85k - \$100k. Contact: James A. Lieberman @ www.hollingerjobs.com or email to : jalieberman@hollingerjobs.com or call 732.247.5656. Re: Advisen Jobs.

Senior Underwriter – Casualty Treaty (\$70k - \$110k)

Westchester County, NY

My client is an international leader in the insurance industry. They are currently looking for an underwriting professional for their casualty treaty operation. You will be underwriting a wide range of casualty lines including umbrella, WC, GL & PL. You should have at least 5 years of underwriting treaty or facultative business. This position will handle domestic business and there will be some domestic travel. Salary DOE. For more information, please contact Lisa Bell at 954.421.0122 or lb@iicuri.com. www.insurancerecruitersusa.com

Senior Underwriter(s) or Underwriter(s) Directors & Officers Liability (\$70 - \$110k)

New York, NY

Our client, a leading New York City insurance carrier seeks commercial lines D&O underwriters. Ideal candidates will possess 3-5+ years middle market or large account, public or private company underwriting experience. Send resume to Andy Davis. adavis@smithhanley.com

Senior Underwriting Manager, E&O (\$125k - \$150k)

Kansas City or Chicago

Our client a leading insurance company seeks a Senior Underwriting Manager for their Midwest location. In this position you provide expertise and leadership for a large book of business ensuring a high quality of underwriting and technical capabilities, and implementing appropriate guidelines and processes and initiating measures to ensure underwriting standards. Ideal candidate will have 10-15 years demonstrated Professional Liability expertise. Specialization in Errors and Omissions coverage desired. College or masters degree required. Industry designations (underwriting, actuarial), a plus. Please send resume to Cheryl Tara. ctara@smithhanley.com.

Senior Underwriting Manager, Workers Compensation (\$125k - \$150k)

Kansas City or Chicago

Our client a leading insurance company seeks a Senior Underwriting Manager for their Midwest location. In this position you provide expertise and leadership for a large book of business ensuring a high quality of underwriting and technical capabilities, and implementing appropriate guidelines and processes and initiating measures to ensure underwriting standards. Ideal candidate will have 10-15 years demonstrated Workers Compensation Underwriting experience. Specialization in small to medium-sized accounts desired. College or masters degree required. Industry designations (underwriting, actuarial), a plus. Please send resume to Cheryl Tara. ctara@smithhanley.com

Sr. Casualty Underwriter (\$80k - \$120k)

Chicago, IL

My client is an A+ rated global insurer looking to grow their casualty business in the Chicago area. You should have at least 5 years of experience underwriting larger casualty accounts. Excess experience is a plus. You should also have a strong broker network for the Midwest, as this will be a production driven role. You should be comfortable working in a dynamic, fast paced environment. This is a global organization that offers a solid financial background and excellent career path. Salary into the \$120k DOE. For more information, please contact Lisa Bell at 954.421.0122 or lb@iicuri.com. www.insurancerecruitersusa.com

Student Actuary (to \$110k)

Hartford, CT

Aggressive growing Top 20 company seeks 2 to 5 exam student to work with the reserving team. This person will work with the data management people to prepare information and put data into triangles. You will work on systems development as the company converts to state of the art systems for the future. Work with Access, Excel, Word and PowerPoint. Salary to \$110k. For more information, please contact Glenn Wootton at 954.421.0122 or gw@iicuri.com. www.InsuranceRecruitersUSA.com

Student Actuary (to \$150k)

New York, NY

Our client, a leading global insurance company seeks a Student Actuary with a minimum of 3 years of actuarial reserving experience on Casualty lines. In this position you will perform quarterly reserve analyses, produce profitability exhibits, and communicate ultimate loss ratios to Accounting for quarterly booking. Work with Excel, Word, Access a plus. A college degree and strong analytical skills required. ACAS preferred. Send resume to Cheryl Tara. ctara@smithhanley.com

Technical Assistant (\$45 - \$65k)

New York, NY

Our client a top rated insurance carrier seeks Technical Assistant(s) to provide support and assistance to the underwriting staff. Responsibilities include collecting data for and organizing reports, performing administrative duties regarding new and renewal accounts, and any other tasks assigned by higher level underwriters. Selected candidate will be familiar with standard concepts, practices, and procedures and be able to perform a variety of tasks. Property and Casualty and/or D&O experience is a plus. Send resume to Stacie Simeone. ssimeone@smithhanley.com

Technical International Property Underwriting (\$150k - \$170k)

New York, NY / Hartford, CT

This is a highly rated firm with a diverse property portfolio made up of many different occupancies spread across the globe. This position will be a part of the home office team that will support this portfolio. This leadership role will look at referral underwriting, product development, distribution relationships, and competitive analysis and generally contribute to the continued success of this international firm. Domestic U.S. property experience will be considered. For more information, please contact Ray Crowley at 954.421.0122 or rc@iicuri.com. www.insurancerecruitersusa.com

Training Manager / Sales Manager (\$120k - \$150k)

Washington, DC

This is an opportunity with this growing retail agency that has a very established referral network. This firm has hundreds of inbound inquiries about their Property Casualty and Employee Benefits products. This position will work with Inbound Sales People / Account Managers to help them maximize the opportunity to close deals. Your experience should be in an agency or direct insurance company environment working with staff and customers. You could also be from a call center environment with insurance product experience. For more information, please contact Ray Crowley at 954.421.0122 or rc@iicuri.com. www.insurancerecruitersusa.com

Treaty Underwriter Casualty Large Accounts (\$110k - \$130k)

Westchester County, NY

Our client a leading insurance and reinsurance company seeks a Casualty Treaty Reinsurance Underwriter. Client will consider candidates with either primary or facultative casualty underwriting backgrounds. Selected candidate will have five to ten years experience, a broad knowledge of primary company operations, financial statements, policy forms, underwriting and pricing, expertise in reinsurance contract terms and conditions, and be able to interact effectively with internal and external clients.

Knowledge and expertise in a specific Casualty product line i.e., umbrella, construction, workers compensation, trucking, etc., is desirable. Advanced degree and industry designation (CPCU) is a plus. Travel is required. Please send resume to Cheryl Tara. ctara@smithhanley.com

Underwriter – Property Package (\$110k - \$125k +Bonus)

NY / NJ

Posted by Hollinger Jobs as of 11/9/07 www.hollingerjobs.com. Our client, a major carrier with several locations in the NE seeks a Master Underwriter to handle Property Package/Mono Lines and G/L Commercial Casualty Large Lines of business. The major responsibilities will be to handle a current book of \$25 million. Minimum account size is \$300k with \$10 million of the book having accounts over \$1 million in premium. Candidate must have knowledge of Retro and Deductible Plans. Additional responsibilities include a well established knowledge of the New York wholesale agency plant. Strong knowledge of the Real Estate Market is a plus.. Candidate must have at least 5 years large lines/Property Package and G/L underwriting expertise. A track record of success working with wholesale agents in the assigned territory is necessary. College degree is preferred. Salary range is \$110k - \$125k with a generous bonus. Contact: Fran Kaye @ www.hollingerjobs.com or email to: frankaye@hollingerjobs.com or call (main office) 732-247-5656 or (direct dial) 704-788-1470. Re: Advisen Jobs.

Underwriting – Product Line Manager (\$110 - \$135k)

North East

Posted by Hollinger Jobs as of 11/9/07 www.hollingerjobs.com. Our client, a major carrier in the North East, seeks a Commercial Casualty Product Line Manager to be accountable for the profitability and results of assigned products and must be familiar with the Northeast area agency plant. The products include W/C, G/L and Auto. The preferred candidate will be accountable for the quality of the business portfolio for the assigned products. Candidate will also be responsible for the underwriting practice, its risk selection and pricing performance. Other duties include developing recommendations for the improvement and contributing to the profit building elements to the planning process. Must have a high level of Commercial Casualty underwriting expertise with a minimum of 10 years experience. A strong team building and coaching skills and actuarial sensibilities. The salary range in \$110k - \$135k. Must have a college degree and CPCU designation a plus. The company will assist in a relocation package. Contact: Fran Kaye @ www.hollingerjobs.com or email to: frankaye@hollingerjobs.com or call (main office) 732-247-5656 or (direct dial) 704-788-1470. Re: Advisen Jobs.

Underwriting Director, (\$120k - \$130k base, 25% target bonus)

Nashville, TN

Our client, a leading specialty insurance agency, seeks a Property & Casualty and insurance programs professional with strong knowledge of insurance and underwriting concepts and process to manage insurance company relationships, service providers, regulatory agencies and compliance. The Director will act as internal business consultant to all levels of management. Minimum eight years P&C insurance company, brokerage

or risk management experience. BA in Business Administration, Finance, Insurance or related field. MBA preferred. Send resume to Cheryl Tara. ctara@smithhanley.com

Underwriting Executive, Agricultural Risk

Chicago, IL (western suburb)

Our client, a specialty lines carrier seeks a Branch Executive with Animal Mortality insurance experience. In this role you will ensure the profitability and retention of the existing book of business as well as generate new business. Ideal candidate will have a minimum of ten years insurance experience and a minimum of two years supervisory experience. An Animal Mortality insurance background is required. Send resume to Andy Davis. adavis@smithhanley.com

Underwriting Manager/Assistant VP (\$125k - \$140k)

New Jersey

Abbott Smith Worldwide is an executive recruiting/search firm. Our client, an A+ rated Property & Casualty company focusing on the Mid-Atlantic States seeks a home office Commercial Underwriting Manager/Assistant VP. Manage property/casualty insurance underwriting department. Monitor and control all line operations. Participates in staff projects involving new or revised products or services. Develops and achieves financial goals of premiums, loss ratios and expenses. Manages 30+ employees, including 3 supervisors. Establishes and oversees department standards, workflows, procedures, staffing needs and quality controls. Requirements: College degree, appropriate insurance designations. Minimum of 5 years underwriting experience and 5 years supervisory/management experience. \$125K – 140K. Send resume of abbottsmith@prodigy.net. Call Joan Rand at (845) 677-5300 with any questions..

Underwriting Specialist – Large Lines (\$120k - \$130k)

NY / NJ

Posted by Hollinger Jobs as of 11/9/07 www.hollingerjobs.com. Our client, a Major P&C carrier in the NY/NJ area seeks a Sr. Commercial Lines Underwriter to handle large line casualty, WC, auto and a mix of property risks. This is a Sr. underwriting position responsible for large deductibles, SIR's, guaranteed costs and retrospective underwriting plans. Qualified candidates should have an excellent knowledge of Casualty and WC coverages, and a knowledge of property. Candidates must be able to evaluate complex technical underwriting issues and provide leadership and direction for the Clients' risk management deductible underwriting programs. Additional duties include the development and management of new programs for all lines of coverages including workers compensation. The position will work with Sr. management to provide a detailed analysis on the current book of business and have full accountability for underwriting controls and quality assurance. Further responsibilities include providing technical guidance, assistance and training regarding large accounts, products and services to departments, staff, agents and clients in the area of underwriting, loss control, marketing, claims and claims cost containment within a clients risk management program. Type of risks will be large accounts with a minimum premium of \$250k. . Underwriting and regulatory experience on a 50 state basis including financial underwriting is a plus. The candidate's qualifications must include a combination of 10 years of underwriting and

management, proven analytical and project management skills, a history of delivering superior customer service, solid presentation skills, and fluent computer skills in Excel, Word and Power Point. A Degree- MBA, CRM, ARM or other risk management insurance related designation is expected. Salary \$120k - \$130k + an excellent bonus structure and relocation package. Contact: Fran Kaye @ www.hollingerjobs.com or email to: frankaye@hollingerjobs.com or call (main office) 732-247-5656 or (direct dial) 704-788-1470. Re: Advisen Jobs.

Underwriting Team Leader (\$130k - \$170k)

San Francisco, CA / Atlanta, GA

My client is a large global A+ rated insurer looking to build their casualty business domestically. They are looking for a leader in their Atlanta & San Francisco offices. The right person will have strong marketing and underwriting skills with Umbrella & Excess accounts. You should have contacts with regional and national brokers in the market, as well as be comfortable targeting larger accounts. You should be an excellent communicator and negotiator. You will set the underwriting tone for the region and be responsible for growing the casualty team. This is an excellent opportunity with a global leader. Salary DOE + bonus + benefits. For more information, please contact Lisa Bell at 954.421.0122 or lb@iicuri.com. www.insurancerecruitersusa.com

VP Property Reinsurance Underwriting (\$300k - \$400k)

Hamilton, Bermuda

Highly capitalized successful reinsurer seeks a talented, technically strong Property Treaty Underwriter to take a lead marketing and underwriting role in the Property Catastrophe Team. This is an established organization with solid financials and a growing book of business. This position is for the relationship oriented underwriter. Someone that has solid contacts with brokers and intermediaries that distribute or control CAT business. \$300k - \$400k cash compensation. For more information, please contact Glenn Wootton at 954.421.0122 or gw@iicuri.com. www.InsuranceRecruitersUSA.com

VP Senior Property Underwriter Property Construction (to \$140k)

Westchester County, NY

Our client a leading insurance company seeks a senior level underwriter to lead their US Facultative book for the east coast. Responsibilities include sourcing and underwriting risks and maintaining key client relationships. Ideal candidate will have 5+ years technical insurance experience, understand contract terms and conditions, experience in pricing criteria and utilization of available pricing tools, and have a complete understanding of reinsurance accounting and principles. Bachelor's degree in Engineering is required. Please send resume to Cheryl Tara. ctara@smithhanley.com

VP, A&E Legal Support Services (\$120k – \$130k)

NJ

Posted by Hollinger Jobs as of 11/9/07 www.hollingerjobs.com. We are seeking an attorney for a Vice President, A & E Legal Support Services for a large and growing regional brokerage firm to work in their New Jersey office. The attorney will be responsible for risk management and claims services for a book of business consisting of

architects and engineers. The services include contract review, claims consulting, seminars, risk management assessments, benchmarking and publications. This is a new position that requires direct A & E/Professional Lines experience. The individual, along with a legal background, must possess strong interpersonal and excellent communication skills. The position pays \$120k - \$130k base. Contact: James A. Lieberman @www.hollingerjobs.com or email to :jalieberman@hollingerjobs.com or call 732.247.5656. Re: Advisen Jobs.

**Wholesale Broker
Southwest MA**

Our client, a leading New England based wholesale broker, seeks to expand the team in their southwest Massachusetts office. If you have one to two years of general property and casualty insurance experience - OR - are an aggressive, bright, personable, college graduate, we would like to hear from you. Earn while you learn within a fast paced environment in a well respected insurance company. Compensation based on light business experience or college grad's entering the workforce. Send your resume in confidence to Karen McCorkindale. kmccorkindale@smithhanley.com

**Workers Comp Senior Underwriter (\$80k - \$100k)
Washington, DC**

Large A+ rated carrier looking for an Underwriter to represent them in the DC/VA area. In this role, you will be responsible for new and renewal business. You should be familiar with the brokers in the DC/VA area and have good relationships. You should have at least 5 years experience underwriting casualty accounts, strength in WC is a plus. Salary DOE. For more information, please contact Lisa Bell at 954.421.0122 or lb@iicuri.com. www.insurancerecruitersusa.com

**Yacht Product Manager – Underwriting (\$140k - \$160k)
New York, NY**

My client is a world leader in the Affluent Personal lines arena. As they continue their growth in the Yacht business, they are looking for a Product Manager in New York. You will lead the Yacht practice from a Product Development, client management and underwriting standpoint. This business is on a national level. This is a highly visible role as you will be the lead person in the organization for Yacht business. You should have strong marine experience geared towards yachts. This organization strives to offer a superior level of service to their insureds. Familiarity with HNW clients is a plus. For more information, please contact Lisa Bell at 954.421.0122 or lb@iicuri.com. www.insurancerecruitersusa.com