

Who's hiring in this market? ACE, Arch, Hub International Northeast, IronHealth and Scottsdale are posting open positions here together with 61 jobs posted by Hollinger Jobs, International Insurance Consultants, Platinum Search Group and Smith Hanley. Advisen publishes a new Job Posting column every two weeks. Contact jobpostings@advisen.com for more info or read here.

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

POST A JOB

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

NEW! LOOKING FOR CANDIDATES?

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

WHO'S HIRING DIRECTLY?

ACE Group
Arch Insurance Group Inc.
Hub International Northeast
IronHealth
Scottsdale Insurance Company

WHICH INSURANCE RECRUITERS USE ADVISEN TO REACH YOU?

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

ADVISEN'S JOB POSTINGS

ACE Group
Assistant Counsel
New York, NY

As of August, 4, 2009

Description: ACE USA, the U.S.-based retail operating division of the ACE Group of Companies, offers more than 170 sophisticated property, casualty, risk-management, and accident and health products and services through retail brokers. With offices in 18 U.S. cities, ACE USA is able to meet the insurance needs of corporate clients of all sizes. The ACE Group of Companies is seeking two in house Counsel Candidates to work in their NY office. One role will support the Financial Institutions group and the other will support the not for profit/private company group, both in the Management Liability Unit. The Assistant Counsels will report into the Assistant Counsel for Ace's Management Liability unit. The duties of Assistant Counsel are as follows: Product development and endorsement libraries: Draft new or revised Management Liability products, along with endorsement libraries, applications, marketing materials, policy comparisons, and highlight sheets; produce high-quality, error-free products which are responsive to underwriter and competitive marketplace needs, and which are compliant with applicable laws and regulations; and provide legal guidance with regard to product use and related regulatory issues. Manuscript endorsements: Draft manuscript endorsements for Management Liability products. Regulatory: Provide legal advice for transactional and regulatory matters for Professional Risk. Counseling: Communicate effectively with underwriters and senior management. Education: Review and learn developing professional liability, regulatory, and insurance case law and related subject matter through seminars, industry academic course work, and readings.

Requirements: Legal degree with proven strength in drafting and contractual law. Experience in policy and endorsement drafting in D&O. Familiarity with case law in the area of D&O. Experience in state filings, licensing and regulations preferred. Ability to work on multiple tasks and assign priorities to each. Strong influence skills, with the ability to build collaborative relationships both within and across functional lines. Insurance industry knowledge. Demonstrated ability to understand business needs and provide consultation that helps to meet business goals. Demonstrated ability to achieve results. Change leadership skills.

Please contact Kyndra Nagy now at 215.640.1077 or Kyndra.nagy@acegroup.com for more information.

**Arch Insurance Group Inc.
AVP, Executive Assurance Claims**

Chicago, IL

As of August 1, 2009

Description: The AVP, EA is responsible for handling approximately 150 Executive Assurance Claims and providing counsel to Executive Assurance Underwriters. He/She analyzes coverage, monitors claim developments, investigates the claim including legal and damage analysis, negotiates settlements and makes reserve recommendations. He/She works closely with Underwriters and the Executive Assurance Claims team to communicate claim developments and trends. We offer great benefits with over 27 days of paid time off, paid holidays, pension, 401(k) matching plan, employee stock purchase program, tuition assistance and much more.

Requirements: Qualified candidates have proven negotiation skills, strong coverage analysis skills, 5 - 10 years of Executive Assurance claims experience and some experience providing counsel to EA Underwriters. JD degree required.

Qualified candidates please send your resume to archcareers@archinsurance.com.

Hub International Northeast Claims Specialist Northeast

As of August 13, 2009

Description: Hub International, an innovative and highly successful risk management and insurance services organization, is at the forefront of its industry driven by creativity, expertise and talented people. Currently, we offer an excellent career opportunity for an astute, success-driven professional to join our dynamic Northeast Division. We are currently seeking a highly motivated, customer-driven Claims Specialist looking for growth in a team-orientated culture. Job Function and Responsibilities: Handling of high profile clients with strong background in D&O, Securities, Fiduciary Liability, Management Liability, EPLI and Professional Liability. Meet with clients on reserve adequacy and proper claims handling. Provide and support clients with claims solutions specific to their business operations. Assist clients in managing their potential exposures and risks associated with their specific operations. Coordinate and conduct claim reviews with multiple insurance carriers and/or TPA's. Assist with marketing and sales of claims management services to prospective new accounts. Communicate and strategize with insureds, carriers, TPA's, adjusters, attorneys' etc. to settlement. Review policy

to determine coverage for appropriate reporting. Capability to read summons' leases' and contracts for the purpose of determining proper handling of claim as well as liability and/or insurable interest, indemnification and hold harmless. Maintain diary of files for follow-up and document all follow-ups via notes in database for phone work or via letters of confirmation. Input and maintain database. Create and maintain claim trending, lag time reports and loss analysis of complex claims. Navigate various carrier databases. Interact with account service units. Review carrier coverage positions letters and as appropriate create correspondence disputing the carrier position. Responsible for creating own correspondence. Travel out of state if necessary. Perform other specific duties as assigned.

Requirements: Candidate must have at least five years minimum brokerage claims management experience with expertise in Directors & Officers and Executive Risk Lines. Heavy client/carrier contact, Candidate should be an independent worker and be well organized. Oral and written communication skills are essential. Proficient in MS office as well as WordPerfect. Must possess a willingness to learn and attentive to detail. Adjusters and/or Brokers license desired but not required. Any CPCU or related insurance courses as well as multi-line brokerage claims experience preferred. We offer competitive compensation, excellent benefits and talented professional colleagues.

For immediate consideration, please e-mail your resume with salary requirements to: Kimberley.Hines@hubinternational.com or fax: 212.338.2543. EOE www.hubnortheast.com.

IronHealth

Healthcare Professional Liability Underwriter

Los Angeles, CA; San Francisco, CA; Chicago, IL; Houston, TX; Philadelphia, PA; Atlanta, GA

As of August 4, 2009

Description: IronHealth, the healthcare underwriting division of Ironshore, Inc. was founded in 2008 and has established itself as a major player in the healthcare professional liability market through its innovative coverage features and unique underwriting approach. As our market share continues to grow, we find ourselves with a need to add talented underwriters to the team in order to support our planned growth. These positions will be based in the locations listed above in order to support the needs of our regional brokers. Responsibilities: Develops proactive, professional relationships with IronHealth's distribution partners in order to support their clients and achieve IronHealth's profitability and growth objectives. Responsible for risk

evaluation including initial and in-depth underwriting analysis of assigned new and renewal submissions. Recommends coverage terms and conditions as well as pricing parameters. Participates in account roundtable discussions to set final coverage and pricing strategies. Ironshore includes Ironshore Insurance Services, LLC, Ironshore Indemnity Inc. and Ironshore Specialty Insurance Company. Ironshore Insurance Services, LLC is a licensed insurance agent and surplus lines broker and distributes its products sold by Ironshore Indemnity Inc., a Minnesota-domiciled property and casualty insurer, and Ironshore Specialty Insurance Company, an Arizona-domiciled surplus lines property and casualty insurer, and acts as a general agent for other non-Ironshore insurance companies. IronPro, IronHealth, IronBuilt, IronShore Property and Casualty and IronEnviro are trademarks and represent product lines of Ironshore. Ironshore Insurance Services, LLC, Ironshore Indemnity Inc. and Ironshore Specialty Insurance Company have their executive offices at 55 Broadway, 12th Floor, New York, NY 10006.

Requirements: In-depth knowledge and underwriting experience of medical malpractice coverage (hospital, individual physicians, group practices, and/or long term care facilities) as well as strong broker development skills. 5+ years of underwriting experience. Strong broker relationships. Bachelor's degree.

Please contact IronHealthcareers@ironshore.com for more information.

Scottsdale Insurance Company
Sr. Claim Specialist - Financial Advisors, D&O, & Misc. E&O
Scottsdale, AZ

As of August. 5, 2009

Description: Our selected candidate will investigate, evaluate and negotiate complex claims and manage litigation of Professional Liability claims. Must demonstrate experience of Special Account Management. Demonstrated experience and knowledge of Financial Advisors Liability, Broker/Dealer, registered reps, and Insurance Agents E&O, including Securities litigation and Directors & Officers claims. In order to continuously deliver a high level of customer service, you will be expected to maintain current knowledge in areas such as all insurance lines, court decisions and policy changes/modifications. You will utilize your solid experience with managing the work performance of independent adjusters/investigators and defense counsel in order to achieve resolution of claims. In order to continuously deliver a high level of

customer service, you will be expected to maintain current knowledge in areas such as all insurance lines, court decisions and policy changes/modifications. Scottsdale Insurance Company is a wholly owned subsidiary of Nationwide®, benefiting from the backing of one of the largest insurance and financial service providers in the United States. EOE/M/F/D/V.

Requirements: 15+ years of experience insurance claims or comparable experience within law firm or agency. Experience with complex coverage issues, reinsurance reporting, as well as multi-jurisdictional and excess & surplus experience preferred. BA/BS degree and completion of insurance courses such as IIA, AEI and CPCU preferred. Law degree preferred. Ability to obtain the required federal and/or state licenses/registrations within the designated time period.

To apply or learn more about us visit www.scottsdaleins.com/jobs or email your resume to auner@scottsdaleins.com.

Scottsdale Insurance Company
Sr. Claim Specialist - Management Liability
New York, NY
As of August. 5, 2009

Description: Our selected candidate will investigate, evaluate and negotiate complex claims and litigation in Professional Liability. Long term experience and knowledge in for profit Directors and Officers Liability claims and Errors and omissions a must. Knowledge and experience managing specialty accounts is also required. Works with claims divisional managers and directors to develop training plans and strategies for the claims division. May have limited to significant responsibility for the development, coaching, training and mentoring of individual team members. Acts as a subject matter expert in a particular line of business or risk. Works with General Agents, and internal business partners to maintain, develop and influence relationships with major customers or key individuals. Scottsdale Insurance Company is a wholly owned subsidiary of Nationwide®, benefiting from the backing of one of the largest insurance and financial service providers in the United States. EOE/M/F/D/V.

Requirements: Undergraduate education in insurance, business, management, or related fields. Ten years prior insurance experience required, including a minimum of three years as a Claim Specialist. Proven experience handling and/or managing higher severity and/or complex claims and litigation required. Proven experience analyzing

and handling complex coverage issues. Advanced degree preferred. Associates must obtain the required Federal and/or state licenses/registrations within the time period designated by the business unit. Additional licenses/registrations may be required when new products and services are implemented. If an associate fails or is unable to obtain required licenses/registrations within the time period designated by the business unit, the associate will be ineligible to continue in the position. Completion of insurance courses such as IIA, AEI, or CPCU preferred.

To apply or learn more about us visit www.scottsdaleins.com/jobs or email your resume to auner@scottsdaleins.com.

Scottsdale Insurance Company
Sr. Claim Specialist - Professional Liability / Program
Management
New York, NY
As of August. 5, 2009

Description: Our selected candidate will investigate, evaluate and negotiate complex claims and litigation in Professional Liability. Long term experience and knowledge in including such claims as Employment Practices Liability, Agents E &O and Misc. E&O and D&O. Knowledge and experience managing specialty accounts is also required. Works with claims divisional managers and directors to develop training plans and strategies for the claims division. May have limited to significant responsibility for the development, coaching, training and mentoring of individual team members. Acts as a subject matter expert in a particular line of business or risk. Works with General Agents, and internal business partners to maintain, develop and influence relationships with major customers or key individuals. Scottsdale Insurance Company is a wholly owned subsidiary of Nationwide®, benefiting from the backing of one of the largest insurance and financial service providers in the United States. EOE/M/F/D/V.

Requirements: Undergraduate education in insurance, business, management, or related fields. Advanced degree preferred. Ten years prior insurance experience required, including a minimum of three years as a Claim Specialist. Proven experience handling and/or managing higher severity and/or complex claims and litigation required. Proven experience analyzing and handling complex coverage issues. Associates must obtain the required Federal and/or state licenses/registrations within the time period designated by the business unit. Additional licenses/registrations may be required when

new products and services are implemented. If an associate fails or is unable to obtain required licenses/registrations within the time period designated by the business unit, the associate will be ineligible to continue in the position. Completion of insurance courses such as IIA, AEI, or CPCU preferred.

To apply or learn more about us visit www.scottsdaleins.com/jobs or email your resume to auner@scottsdaleins.com.

INSURANCE RECRUITING POSITIONS

Which Insurance Recruiters are posting positions on Advisen here?

Hollinger Jobs

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

James A. Lieberman at 1.732.247.5656 or

jalieberman@hollingerjobs.com

Fran Kaye at 1.732.247.5656 or direct 704.788.1470 or

frankaye@hollingers.com

International Insurance Consultants, Inc.

Ray Crowley at 954.421.0122 or ray@iicuri.com

Glenn Wootton at 954.421.0122 or glenn@iicuri.com

Platinum Search Group, Inc.

Brad Barick at 715.341.4900 or brad@pointpartners.biz

Smith Hanley Associates LLC

Andy Davis at 203.319.4300 x228 or adavis@smithhanley.com

Sean deGroot at 203.319.4300 x226 or sdegroot@smithhanley.com

Karen McCorkindale at 203.440.1875 or

kmccorkindale@smithhanley.com

Cheryl Tara at 203.319.4300 x229 or ctara@smithhanley.com

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

Posted by Hollinger Jobs as of 8/11/09 www.hollingerjobs.com. Our client, a well-established Regional Broker, seeks a Practice Leader to manage and develop their Medical/ Hospital practice for the NJ-NY area. This position is responsible for managing a 10mm+ book of business, managing the accounts team, and for the production of both new business and renewals. Qualified individuals will have 10 - 15+ years of strong P&C background along with a solid understanding and grounding in professional liability. This position deals with all sales

and service issues involving Physicians, Hospitals, Life Sciences and manufacturing of Medical devices, etc. The ideal candidate must have a thorough knowledge of risks and coverages related to Healthcare/Medical clients, as well as, a thorough knowledge of the carrier and wholesale broker marketplace related to same. In addition, the candidate will have a history of existing relationships in the Healthcare/Medical community. Qualified individuals are expected to have a degree, MBA, CPCU, RPLU and/or other designations. Compensation will be determined upon experience and will range from \$125K - \$175K, DOE + bonuses. In addition the firm pays competitive new business and renewal commissions. Please submit your resume in confidence to John Huttner at jrhuttner@hollingerjobs.com or jobs@hollingerjobs.com, or you may contact John Huttner directly at 1.732.247.5656 re: Advisen Jobs.

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

Posted by Hollinger Jobs as of 8/11/09 www.hollingerjobs.com
Regional long standing retail insurance agency in the Midwest is seeking a results driven Producer who under a specific timeline will transition into partnership and management with the firm's current ownership . The retail broker with over 75 years of service, is seeking an individual with a minimum of 4 years of either sales, marketing or production underwriting to manage an existing commercial and personal lines book and develop new commercial and personal lines business. Proven sales aptitude with a high level of self motivation and drive as well as a team player with high level of integrity required. CPCU and/or Bachelors Degree in insurance, loss control or business management a plus. Property and casualty license required Compensation range will depend on level of experience and what successful individual can bring to the agency. Partnership opportunity is on track after 18 - 24 months of production. Individuals with ability to move a book of business, compensation and partnership opportunity will be structured accordingly. Personal Lines Producers with interest and/or ability to cross sell will be of interest. Full Benefits package including paid vacation/paid holidays. Expectations range from \$50K - \$100K(Range for first year). Please respond in confidence with your resume to jobs@hollingerjobs.com or jalieberman@hollingerjobs.com or you may contact Jim Lieberman at 1.732.247.5656 re: Advisen Jobs.

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

Posted by Hollinger Jobs as of 8/11/09 www.hollingerjobs.com Our client is a well established insurance brokerage firm in the New York/New Jersey area. In order to meet their growing needs we are

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

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

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

Casualty Insurance Construction Executive / Team (\$350K - \$450K + equity)

New York, NY / Los Angeles, CA

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

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

Chief Underwriter Property (to \$180K)

Hartford, CT

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

Client Manager / CSR (\$65K - \$85K)

West Palm Beach, FL

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

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

Greater New York City Area, NY

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

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

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

Eastern CT

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

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

NJ area

Advance your insurance sales career with a "super" regional insurance broker in the Brunswick, NJ area. This broker has excellent leadership and world-class standing; they provide access to leading markets and the flexibility to create unique insurance programs for clients. Business will range from \$5K - \$100K in revenue. Client provides strong service and support to allow producers to spend virtually 100% of their time generating new commercial or group benefits business and develop strong, front-end relationships with clients. Client will purchase books of business and/or agencies. Most important is a strong sales track record of middle market insurance business regardless of "years of experience". Candidates should be prepared to discuss a conservative business development plan for 2009 and make the assumption there are services, support and markets for your designated business segments. Base compensation is

contingent upon past track record, book of business and sales potential. Contact Brad Barick 715.341.4900 or brad@pointpartners.biz for more information.

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

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

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

Posted by Hollinger Jobs as of 8/11/09 www.hollingerjobs.com Our client is one of the largest, well established, highly reputable carriers in the commercial auto insurance industry. They are leaders in a variety of transportation programs which include fleets, long hall trucking, auto, garage and cargo.. They seek an experienced manager to join their growing team which consists of a unit of 8, associates, underwriters and Sr. underwriters. The preferred candidate will have management experience., knowledge of transportation programs and be a hands on underwriting manager. Relocation is available. Salary is \$80K - \$100K. Please submit your resume in confidence to jobs@hollingerjobs.com or frankaye@hollingerjobs.com or contact Fran Kaye directly at 704.439.4432 re: Advisen Jobs.

**Company Regional Executive (\$250K + equity)
California / West Coast**

This is a property and casualty all lines carrier. This company has a great history of consistent growth and profitability. The future for this A rated carrier is very exciting. They are a highly disciplined

underwriting company with combines below 90. They are looking for quality leadership in California to project their presence in California and the West. You must have company leadership and likely come from a commercial lines underwriting pedigree. This company writes both commercial and personal lines with the commercial portfolio being dominate. Relationships with retail and wholesale distributors are desired. \$250K + bonus and equity. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com.
www.insurancerecruitersusa.com.

Corporate Managing Executive (\$350K - \$450K + equity)

New York, NY

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

D&O Broker (\$100K - \$125K)

Long Island, NY

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

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

MI

Client is a rapidly expanding Life Settlements organization, which has created this Director of Sales (DOS) position to interface with senior management and be responsible for management of the inside sales staff including hiring, training, mentoring, performance evaluation. DOS will lead/supervise the sales division, develop guidelines,

protocols and assist in the closing process. Will be involved with compliance, legislation, regulatory issues. The successful candidate will have strong knowledge and experience relative to internal wholesale sales, life insurance products, life insurance sales. Will have a strong track record in training and developing sales staff. Will be passionate about quality and service. Candidates must have the experience to command six figure income. Client provides an excellent bonus and benefits program. For more information, contact Brad Barick at 715.341.4900 or brad@pointpartners.biz.

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

Baltimore, MD / Washington, DC

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

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

Philadelphia

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

place. Please respond in confidence with your resume to jobs@hollingerjobs.com or jalieberman@hollingerjobs.com or you may contact Jim Lieberman at 1.732.247.5656 re: Advisen Jobs.

**Environmental Regional Manager (\$150K - \$175K)
New York, NY / Philadelphia, PA**

This is an established A rated carrier with a presence in the environmental business. Your experience in contractors and consultants environmental exposures and professional liability could qualify you for this exciting opportunity. This position will help to project this firm's presence in the Northeast. You must have environmental contractors underwriting background and have a clear track record of success either in a carrier or broker. Additional skills in building and leading a productive team will be attractive. Familiarity with retail or wholesale distribution is desired. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com. www.insurancerecruitersusa.com.

**Financial Services Claims Counsel (to \$100K plus)
Hartford, CT**

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

**Global Corporate Risk Manager (\$200K + benefits)
Dubai, United Arab Emirates**

This is a privately held multi billion dollar revenue firm in the service industry. This organization is truly global in its reach and diverse business operations. The firm deals with transportation, logistical support, supply chain management and many other business activities. Your experience needs to include working with DBA (Defense Base Act) oriented business in your current position or some recent exposure. You must be able to relocate overseas and enjoy working in a fast paced and demanding environment. This position will be a critical member of the corporate team responsible for the continued success of the firm. This will be an expatriate package. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com. www.insurancerecruitersusa.com.

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

Greater New York City Area, NY

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

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

Eastern CT

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

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

Southern, CA

Each producer for commercial lines or group benefits will run their book like it's their own business; will provide a business plan along with a revenue and expense budget. Client provides very strong services and marketing support while maintaining an independent culture. Each book of business mirrors the respective in-house

producer. There is strong focus on an exceptional benefits broker to lead and build the benefits department, a producer to build the environmental practice, and a producer to build the healthcare practice. Client will hire for all other niche and business segments. Producers are encouraged also to bring in their support staff. Producers must have a current book of at least \$500K revenue with a track record of penetrating middle market and large account business at the executive level. Will have strong prospecting and new business development skills with a track record of consistently exceeding sales objectives. Compensation is directly related to book size. Each producer must command at least \$125K to be considered. To advance your career, contact Brad Barick at 715.341.4900 or brad@pointpartners.biz for more information.

Inland Marine Underwriter (\$90K - \$120K)

Boston, MA / Hartford, CT

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

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

Greater New York City Region, NY

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

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

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

Manager / Sr. Wholesale Broker / Property CAT (Starting \$120K +)

East / Southeast / Gulf Coast

Posted by Hollinger Jobs as of 8/11/09 www.hollingerjobs.com. Established and growing wholesale broker and mga is seeking an addition to staff, a Manager/Commercial Property Wholesale Broker with CAT background to grow and develop their book of business and to run the Property CAT book as a separate entity within the organization. Appropriate candidates will come from a wholesale broker in a leadership role or p&c carrier in a significant production underwriting role with large complex commercial property background, CAT experience preferred. Candidates should possess a strong will to hunt and develop sales leads and place business. Candidates should have a strong network of retail agencies to call upon to create new business. The Manager will additionally build a team of wholesale brokers, oversee the sales and marketing and focus on more complex CAT business. The firm already has the carrier markets so agency relationship building is paramount. This position can be working from home anywhere in the United States, ideally East Coast/Gulf Coast Region with broker relationships in these geographic areas. The firm is a paperless organization. Base pay (dependent on experience, ability to bring a book of business, etc.)+ bonus/commissions and group benefits as well as a work from home arrangement with appropriate tools provided. Please submit resumes in confidence to Jim Lieberman, Sr. Recruiter at jalieberman@hollingerjobs.com re: Advisen Jobs.

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

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

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

U.S.

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

Middle Market Production Underwriting Manager (up to \$100K)

Mid Atlantic

Posted by Hollinger Jobs as of 8/11/09 www.hollingerjobs.com
Financially strong property and casualty insurance carrier is seeking a qualified candidate for Middle Market Production Underwriting Manager-Commercial Lines to develop Central and Eastern Pennsylvania. Responsible for multi line commercial underwriting and developing and maintaining an agency plant, marketing and appointing agents focusing on middle market business. A Bachelor's/Associate degree from an accredited college/university is needed and a minimum of 5 years of P&C commercial underwriting experience - OR- 5 or more years P&C commercial underwriting and production experience handling accounts over \$25,000 in premium size and AU, CIC, or CPCU designation. The Mid Market Field Manager must possess advanced underwriting technical knowledge and be able to effectively manage and achieve and produce larger than average account size. Base salary starting to \$100K + (DOE) including generous bonus plan, full benefits and company car. Relocation package negotiable. Please submit resumes to Jim Lieberman, jalieberman@hollingerjobs.com.

National Property Underwriting Practice Leader (CT \$130K + DOE)

Tri - State, NY / NJ / Southern

Posted by Hollinger Jobs as of 8/11/09 www.hollingerjobs.com. A+ property and casualty insurance carrier with a domestic and global presence is seeking a National Property Underwriting Practice Leader. The Property Practice Leader will assume a leadership role to enhance excellence in property underwriting both internally and externally. Additionally the practice leader will help formulate and

implement strategic initiatives and business development activities that will profitably grow the portfolio in the domestic and reverse flow segments. Major areas of concentration include property underwriting, marketing, audit review/compliance and product development. There are no supervisory responsibilities with this position. Education and/or experience includes Bachelor's degree (B. A.) from four-year college or university is preferred, High School or G.E.D. is required along with a minimum of 10 years related Property Underwriting experience. Must have 3 years recent experience in a leadership role. Must be highly knowledgeable in all commercial Lines and company underwriting standards and practices and have proven business development skills. Must have experience with excess property and global accounts. This position is located in Central New Jersey. \$130K - \$160K (DOE) + bonus and benefits. Please submit resumes to the attention of Jim Lieberman, Sr. Recruiter at jalieberman@hollingerjobs.com re: Advisen Jobs.

Niche Business Opportunities (Insurance)

U.S. / U.K.

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

Ocean Marine Underwriter (to \$110K base)

New Hampshire

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

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

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

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

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

Posted by Hollinger Jobs as of 8/11/09 www.hollingerjobs.com. Our client, a well-established Regional Broker, seeks a Practice Leader to manage and develop their Medical/ Hospital practice for the NJ-NY area. This position is responsible for managing a 10mm+ book of business, managing the accounts team, and for the production of both new business and renewals. Qualified individuals will have 10 - 15+ years of strong P&C background along with a solid understanding and grounding in professional liability. This position deals with all sales and service issues involving Physicians, Hospitals, Life Sciences and manufacturing of Medical devices, etc. The ideal candidate must have a thorough knowledge of risks and coverages related to Healthcare/Medical clients, as well as, a thorough knowledge of the carrier and wholesale broker marketplace related to same. In addition, the candidate will have a history of existing relationships in the Healthcare/Medical community. Qualified individuals are expected to have a degree, MBA, CPCU, RPLU and/or other designations. Compensation will be determined upon experience and will range from \$125K - \$175K, DOE + bonuses. In addition the firm pays competitive new business and renewal commissions. Please submit your resume in confidence to John Huttner at jrhuttner@hollingerjobs.com or jobs@hollingerjobs.com, or you may contact John Huttner directly at 1-732-247-5656 re: Advisen Jobs.

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

Greater New York City Area, NY

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

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

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

Eastern CT

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

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

NJ area

Advance your insurance sales career with a "super" regional insurance broker in the Brunswick, NJ area. This broker has excellent leadership and world-class standing; they provide access to leading markets and the flexibility to create unique insurance programs for clients. Business will range from \$5K - \$100K in revenue. Client provides strong service and support to allow producers to spend virtually 100% of their time generating new commercial or group benefits business and develop strong, front-end relationships with

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

**Producer – Group Benefits
Southeastern, WI**

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

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

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

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

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

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

New York Metro

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

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

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

Product Manager (up to \$105K)

Southeast

Posted by Hollinger Jobs as of 8/11/09 www.hollingerjobs.com. Our client is one the largest commercial auto insurance companies in the industry and a strong leader in product development. They seek a Product Manager with experience handling transportation products, creating and filing rates for existing products. The Product Manager will be responsible for the development, management and analyzing of new business products. The preferred candidate will need experience preparing and filing forms with the state insurance department and offer the actuarial skills necessary to determine the rates. Additional duties will be designing and developing assigned products through a formal business plan. Will also price, plan budgets and forecast for assigned products. Must have a B.S. degree with at least 5 years experience as a product manager or product analyst. The preferred candidate will have experience in a P&C insurance company with specific knowledge of transportation or auto products. Please submit your resume in confidence to jobs@hollingerjobs.com or frankaye@hollingerjobs.com or contact Fran Kaye directly at 704.439.4432 re: Advisen Jobs.

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

Chicago, IL

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

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

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

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

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

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

Posted by Hollinger Jobs as of 8/11/09 www.hollingerjobs.com.
Established retail brokerage firm is seeking an addition to staff, a Sales Manager/Producer responsible for their own production as well as the oversight and management of a team of Commercial Producers. Major responsibilities will consist of developing own book of commercial business and training, mentoring, hiring, evaluating, supervising and leading 5 - 10 commercial producers. Qualified candidates must be a current commercial producer with supervisory and/or management experience supervising other producers and/or a current Retail Sales Manager who has prior experience developing their own business and willing to take on personal production goals on top of the management responsibilities. 10 - 15 years of direct minimum experience in a retail production role. College degree preferred. P&C License required. This is a six figure base(DOE)+commissions and overrides on production and benefits. Please respond in confidence with your resume to jobs@hollingerjobs.com or jalieberman@hollingerjobs.com or you may contact Jim Lieberman at 1.732.247.5656 re: Advisen Jobs.

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

Posted by Hollinger Jobs as of 8/11/09 www.hollingerjobs.com Our client is a well established insurance brokerage firm in the New York/New Jersey area. In order to meet their growing needs we are recruiting for additional Sales Professionals for their Property and Casualty Commercial Lines Unit. The Producers will be expected to establish relationships, open new markets, generate new business revenues and build a strong book of business. The company provides

excellent sales leads and outstanding technical and service support, all while enjoying a collegial team atmosphere. Product offerings include a full range of mid to large size account services, risk management account services and established programs. This is an exciting, growth-oriented opportunity for producers who are looking to build upon their existing strengths and build their book of business. The right candidate will have a proven track record of sales and production, as well as, excellent communication and relationship building skills. A BS/BA is required along with appropriate insurance designations. The firm offers a competitive compensation up to \$125K base+ and a solid commission structure. Please submit your resume in confidence to jobs@hollingerjobs.com or jalieberman@hollingerjobs.com or call Jim Lieberman at 732.247.5656 re: Advisen Jobs.

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

New York, NY

Our client, a rapidly growing, highly rated insurance company seeks a Sr. Commercial D&O Underwriter for their New York City location. Ideal candidate will have 3 - 5 years commercial D&O underwriting experience. Send resume to Andy Davis. adavis@smithhanley.com.

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

Midwest

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

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

NJ

Posted by Hollinger Jobs as of 8/11/09 www.hollingerjobs.com Our client, a leader in Specialty Insurance Products, seeks a Senior Excess & Umbrella Production Underwriter with 10 years current excess

underwriting expertise in surplus lines and contacts with agents in the North East Region. Duties include reviewing analyzing, accepting and declining risks. The candidate will communicate with underwriting management and casualty product line leaders on individual accounts both current and proposed and make recommendations concerning operations, systems and procedures when appropriate. The preferred candidate will have recent carrier experience, as well as, proven recent expertise in highly complex excess lines of business. Minimal travel is expected. Compensation is \$115K - \$120K, DOE. Please submit your resume in confidence to jobs@hollingerjobs.com or frankaye@hollingerjobs.com or contact Fran Kaye directly at 704.439.4432 re: Advisen Jobs.

**Sr. Products Underwriting Manager – E&S Casualty (to \$160K)
New York, NY, Chicago, IL or Philadelphia, PA**

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

**Senior Property Underwriter - VP (to \$150K base)
New York, NY**

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

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

Posted by Hollinger Jobs as of 7/27/09 www.hollingerjobs.com. Our client is a major insurance carrier in the North East with an A+

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

Sr. Wholesale Broker (up to \$125K)

Southeast

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

Sr. Wholesale Broker (up to \$125K)

West Coast

Posted by Hollinger Jobs as of 8/11/09 www.hollingerjobs.com
Established wholesale broker and MGA with years of proven industry experience, growing and establishing a national presence, is seeking

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

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

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

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

Posted by Hollinger Jobs as of 8/11/09 www.hollingerjobs.com. Our client is a leading carrier dedicated to the wholesale specialty insurance market. They provide top quality underwriting coverage for Professional Liability with a focus on Lawyers, Architects, Engineers, Technology, Med Mal, and Miscellaneous Liability. They seek an underwriter with 5 - 10 years current experience in handling Professional Liability. The preferred candidate will have contacts in

place in the Northeast territory, underwrite and select new business that will produce an underwriting profit, make recommendations concerning operations, systems, and procedures, and will also provide training and support to the underwriting department. The salary is \$100K - \$125K DOE. Degree, CPCU, RPLU, or other designations are a plus. Please submit your resume in confidence to jobs@hollingerjobs.com or frankaye@hollingerjobs.com or contact Fran Kaye directly at 704.439.4432 re: Advisen Jobs.

**Underwriter- Property Facilities (to \$150K)
New York Metro**

Our client, a leading property and casualty insurance company seeks a Property Facilities Underwriter to develop marketing relationships with clients and brokers to ensure a flow of Property Facultative automatic and facilities business. In this position you will perform underwriting analysis of automatic/facility contracts working with Products Treaty Underwriting, Pricing actuaries, and Nat Cat team as needed. Ideal candidate will have a minimum of 5 to 7 years experience in the insurance industry including reinsurance facility experience, and a thorough understanding of profitability and financial analyses. Send resume to Cheryl Tara.
ctara@smithhanley.com.

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

Several of our customers are seeking teams of people to expand and diversify their portfolios. In many cases, these firms will expand in areas where they already write business. Do you have the contacts with agents & brokers that will bring you the opportunities? If you can develop a significant book of profitable business with your team, call me. Location is wide open. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com.
www.InsuranceRecruitersUSA.com.