

## **JOBS WANTED as of July 31**

NEW! Posted here are the names of commercial insurance people who have told us they are AVAILABLE. As a supportive service to our colleagues in the industry during these turbulent times, we now post brief bios and contact information from Commercial Property & Casualty insurance professionals who are seeking employment. This contributed data is unchecked by Advisen. No firm names appear in any way. Want to be on this list? Enter your submission via <http://corner.advisen.com> and select People and choose Jobs Wanted.

Note that a listing here does not imply an endorsement by Advisen in any way. Rather, our intent is to make sure that we capitalize on the distribution power of Front Page News (FPN), the utility of the Advisen Corner, and our ability to reach over 100,000 insurance professionals each day so as to assist in their job search. Given the way talent moves in the insurance industry, we offer this list as a public service, at no charge, and viewable by all FPN recipients. You can also view the latest edition of Jobs Wanted via <http://corner.advisen.com>, then select People and choose Jobs Wanted.

## **JOBS WANTED GUIDELINES**

All phone numbers listed are personal cell or home numbers.

All e-mail addresses are personal.

No company names appear in any way.

All material received by day 21 of the month will be considered by our editors for the next edition of Jobs Wanted.

Our editors reserve the right to edit all submitted material.

Submissions must be seeking Commercial P&C positions only.

Submissions should contain no more than 120 words.

Enter your submission via <http://corner.advisen.com>, select People and choose Jobs Wanted.

## **FEEDBACK**

In the first edition of Jobs Wanted, 13 people contributed a bio/blurb to announce their availability. One wrote, "I received two calls Monday on possible opportunities, so it sounds like it's working - awesome!" Another wrote, "Just thought you'd want to know that I got my first hit from your site. I got a note from XYZ Re saying they had seen the posting on Advisen and invited me to contact them. Thanks very much."

## **COMMERCIAL P&C JOBS WANTED**

This July 2009 edition of Jobs Wanted is Volume 2 and includes 15 people. To read previous volumes, visit <http://corner.advisen.com> and select People and then choose Jobs Wanted.

**Robert Atkinson** wrote, "I am an insurance and marketing professional looking for a career where I can best utilize my strategic and marketing planning skills. I am looking for something where I can put into practice my proven benchmarking and targeting skills." Contact Robert at 815.444.6857 or [jbatkinson@att.net](mailto:jbatkinson@att.net)

**Dorene Beck** is an Insurance Business Analyst who focuses on PAS implementation projects and other technology-related endeavors. She is an experienced insurance professional with implementation and consulting experience with major insurance carriers seeks employment. She develops system requirements and documentation, and she analyzes and creates use cases, GUI mock ups and training programs for systems changes. She also provides data mapping documents for integration projects as well as forms support and rating analysis for technology projects. Reach Dorene at 817.995.5740 or [dorenebeck@yahoo.com](mailto:dorenebeck@yahoo.com)

**Nancy Brigham** is a Risk Manager/Claims Manager. She has many years of experience in the Risk Management and Claims Management field with proven track record for problem solving and saving money. Her skills include great negotiation skills, policy writing and drafting legislative submissions. She seeks an opportunity in the greater Boston area or Southern NH. Contact Nancy at 781.631.6138 or [brigham.nancy@gmail.com](mailto:brigham.nancy@gmail.com)

**Robert Brueckner** has 25 years of experience as an Underwriter, Broker and Risk Manager in the construction, real estate development and hospitality industries. He is technically sound with excellent people skills. "I am production-oriented and would fit well as either a production underwriter/manager or broker." Contact Robert in Southern California at 805.279.4411 or [rbrueckner@hotmail.com](mailto:rbrueckner@hotmail.com)

**Thomas Cox** has over 20 years of experience in medical professional liability insurance, including risk management, claims management, underwriting, marketing, and selling. From 2000 to 2005, he built a new P&C book in a L&H agency, which was subsequently sold to a large broker in November 2005. He transferred to the new larger entity and produced business there through February 2009. Reach Tom in Richmond, VA at [tpcox928@gmail.com](mailto:tpcox928@gmail.com)

**Tim Golden**, ARM-P seeks a Risk Manager position in the Albany, NY area. His years of expertise include Property & Casualty, Management Liability and Global insurance risk transfer programs, loss control and mitigation for an international Company. Contact Tim at 518.608.6749 or [tgolden2@nycap.rr.com](mailto:tgolden2@nycap.rr.com)

**J. Michael Harvey** is a multi-line Senior Claims Leader with experience in over ten lines of business. He is also a twice-published author in trade magazines on subjects involving loss adjustment expenses and insurance to value. He is Six Sigma-certified in process development for retention and autonomy issues for Sarbanes Oxley requirements. He developed and built quality control and benchmark programs to improve divisional performance and results. He also managed up to 90 employees across four offices in the US. He is looking for a management position. Reach Michael at 913.402.9628 or [jmichaelharvey3@yahoo.com](mailto:jmichaelharvey3@yahoo.com)

**Kevin Heerdegen** is an International P&C brokerage and consultancy professional, with a proven track record leading and managing successful businesses. His strong leadership and relationship management skills are enhanced by extensive operational experience in multiple international jurisdictions including Asia, Australasia and North America. He has extensive experience in forming new businesses and services, business transformation, planning, development and execution, P&L accountability and team leadership, having worked with well-known global firms and new business start-ups. He is detail-oriented, technically competent, and commercially astute. Kevin is open to all forms of engagement including full or part time, on a project, advisory or consultancy basis, or in a direct employee relationship. "I am available to work anywhere in the US or internationally." Contact Kevin in Australia at +61.421.217.928 or [kheerdeg@bigpond.net.au](mailto:kheerdeg@bigpond.net.au)

**Lucy Lettis** is a Business & Competitive Intelligence Specialist with 20 years of Fortune 100 experience. "I specialize in providing actionable research to support business development and strategic planning." Reach Lucy at 551.206.6116 or [lucylettis@optonline.net](mailto:lucylettis@optonline.net)

**Alex Levine** is a licensed casualty insurance broker with an actuarial background and experience with alternative risk, knowledge management, and training. Contact Alex at 516.729.7127 or [alevine4@optonline.net](mailto:alevine4@optonline.net)

**Robert McGuire** has over 20 years of experience as a Crime and FI Bond underwriter. He was a Subject Matter Expert for PLUS on the FI Bond Module and he has worked in the NYC and Boston marketplaces. Bob will consider relocation. Contact Bob at 508.528.2583 or [mcguire25@verizon.net](mailto:mcguire25@verizon.net)

**Jeremiah Sullivan** is a Lawyers Professional Liability Underwriter and Claims Specialist and Paralegal with over 30 years of insurance

carrier and agency experience and law firm experience. Jerry also has experience in construction claims, long-term disability claims and as a group pension contract underwriter, and in customer service. He is seeking a position in the New York City metro area. Reach Jerry in Yonkers, NY at 914.573.1736 or [jeremiahfsullivan@verizon.net](mailto:jeremiahfsullivan@verizon.net)

**Bill Sweeney** is a communication professional with more than 30 years of experience in the insurance and brokerage industry. "I prepare communication that gets the measurable results organizations want. I help non-communicators focus on using communication to get the results they desire. I help people with great ideas articulate them clearly, concisely and to maximum effect. I believe the point of business communication is to do more than inform; it is to get people to take desired action." Contact Bill at 336.408.4893 or [williamjpsweeney@gmail.com](mailto:williamjpsweeney@gmail.com)

**Peter G. Viscardi**, CPCU is a versatile executive and consultant with broad management skills and experience in risk management, environmental affairs and emergency preparation. He has served a wide range of companies and organizations, including nonprofit and privately held companies in improving their risk management and insurance programs. His experience as head of corporate risk management for large, multinational corporations, in forming and operating insurance companies, and as a risk management consultant enables him to bring a unique set of skills and credentials to his client. Contact Peter at 631.924.0887 or [lirisk@optonline.net](mailto:lirisk@optonline.net) or view his website at [www.viscardirisk.com](http://www.viscardirisk.com)

**Danielle Wright** is a Commercial P&C Underwriting & Marketing Manager with a CPCU and an MBA. She has a passion for sellable profitable pricing & protective coverage design. "I provide casualty depth, strategic vision, proactive leadership and diligent follow-through that satisfy both internal & external customer needs and delivers measurable & sustainable business results. Our partnership could achieve: development of professional & clerical staff; cultivated relationships with insureds, agents, vendors & regulators; creation of new or improved products, programs, practices, guidelines & processes; coordination of all departments & technology issues. Contact Danielle at 708.386.8456 or [daniellewriugh21@hotmail.com](mailto:daniellewriugh21@hotmail.com)

#### **EDITOR'S NOTE**

As stated above, this Job Wanted list is a new endeavor from Advisen. Given that Advisen's clients are Risk Managers, Brokers, Underwriters, Lawyers and other Insurance Professionals, we "see & hear" quite a bit in the marketplace. This Jobs Wanted list is an attempt by us to simply offer some H-E-L-P. We recognize that this

medium will not be appropriate for all, but helping one is better than helping none. We also know that forging new paths in an industry that cannot always be labeled as innovative is difficult on multiple fronts. Accordingly, we invite your comments and suggestions regarding this newest column from Advisen. Contact us at [editors@advisen.com](mailto:editors@advisen.com)

All material above has been furnished by the listees. Advisen does not verify any information posted here by any listee.

### **PLEASE FORWARD THIS LIST**

Click on the link above to e-mail this article.

### **ADVISEN'S JOB POSTINGS**

Who's hiring in this market? Looking for a commingled list of insurance positions from top insurance search firms? Are you hiring commercial insurance professionals and want to reach our FPN audience of 100,000? How much do new Underwriters or Claims Analysts make? Advisen posts a new Job Posting column every two weeks. To submit or view Job Postings archived on Advisen, go to <http://corner.advisen.com>, select People and choose Job Postings.

### **PROMOTE YOUR NEW INSURANCE PRODUCTS**

Do you have a new program or a new policy? Send a note about your new products and services to [editors@advisen.com](mailto:editors@advisen.com) with NPA in the subject line and we'll include that item in our next New Products Announcements. Advisen's NPA column is distributed like this People on the Move column via our Front Page News e-mail to 100,000 commercial insurance professionals.

### **REDUCE YOUR WORKERS' COMP COSTS**

Many employers believe that Workers Comp is simply a cost of doing business, rather than a controllable cost. However, there are many ways a company can control and reduce workers compensation costs. Advisen's new line of workers compensation cost containment products includes Workers Comp Kit, an online tool kit with best practice assessment, scoring and recommendations for improvement; data benchmarking; and knowledge modules including over 60 forms, documents and checklists. Visit <http://corner.advisen.com> (no www) to learn more about our Post-Loss Injury Management & Cost Containment Tools as well as Advisen's ala carte offerings.