

Who's hiring in this market? Looking for a commingled list of insurance positions? Allied World, Arch, Diamond State, Philadelphia, Professional Indemnity Agency, United America, and Zurich are posting open positions together with Advice Personnel, Hollinger Jobs, International Insurance Consultants, Platinum Search Group, and Smith Hanley. Advisen posts a new Job Posting column every two weeks. Contact jobpostings@advisen.com for more info or read here. Advisen's Job Postings are presented so that you can simply scroll through the entire list of jobs without clicking boxes or filters on some website job board. With Advisen, you see everything available anywhere. We think this presentation is better. Our best anecdotal evidence shows that the majority of FPN readers who read this column either have jobs and are simply curious about what other opportunities exist and what peers & competitors are doing. Advisen's Job Postings relies on this network of readers to then e-mail this column to someone else with a "hey, look at this job!" This column has become one our most read columns.

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

Which Insurance Firms are Hiring directly?

Allied World Assurance Company
Arch Insurance Group
Diamond State Group
Philadelphia Insurance Companies
Professional Indemnity Agency, Inc. (PIA)
United America Insurance Group
Zurich North America

Which Insurance Recruiters use Advisen to reach you?

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

TO POST A JOB, contact jobpostings@advisen.com

Allied World Assurance Company, Ltd.
Assistant Vice President, General Casualty & Healthcare Claims
Pembroke, Bermuda
As of October 1, 2009

Description: Allied World Assurance Company, Ltd. seeks an individual who will be responsible for the professional handling of third party general casualty and healthcare claims with potential exposure to policy limits as well as managing the initial intake, evaluating and responding to claim notifications on behalf of Allied World Assurance Company, Ltd and its non-US subsidiaries and branch offices. The position will report to the Vice President, Claims Officer and is based in the Bermuda office. Responsibilities Include: Utilize advanced technical skills to evaluate, monitor, assess, and, as appropriate, reserve and resolve third party general casualty and healthcare claims within company authority levels, including responsibility for identification and assertion of applicable coverage defenses; Oversee the intake and initial severity evaluation for all new claim notifications; Ensure timely and professional response to all claim notices; Conduct pre and post binding claim reviews on select accounts and prospective accounts; Assist underwriting staff as required with evaluation of potential legal liabilities and the coverage ramifications of same; Assist in preparation for and conduct of internal and external audits of internal files; Assist in management projects as needed

Requirements: The successful applicant will preferably have the following: J.D. from accredited law school, with experience practicing in a U.S. jurisdiction, preferably in matters involving application of New York substantive law; A minimum of ten (10) years experience managing claim and coverage litigation in both private practice and in-house; Experience evaluating general casualty and healthcare claims for coverage and exposure under applicable occurrence, claims made and occurrence reported professional liability and general casualty policy wordings; Experience evaluating, handling, negotiating and settling complex litigated general casualty and healthcare claim matters with exposure in excess of \$1 million; Strong negotiating, analytical, writing and organizational skills; Excellent management, marketing and communication skills; Experience with various computer claims system, and working knowledge of Microsoft Suite programs.

Written applications with a detailed resumé should be sent in confidence to the: Human Resources Manager, P.O. Box HM 3010, Hamilton HM MX Or email: hrbermuda@awac.com First preference will be given to Bermudians and spouses of Bermudians. No agencies please. Allied World Assurance Company, Ltd is an Equal Opportunity Employer

**Allied World Assurance Company
EPLI/PGU Senior Claims Analyst
Farmington, CT**

As of October 1, 2009

Description: The U.S. Claims Department is looking for a Senior Claims Analyst. The chosen candidate will have responsibility for managing a vigorous load of claims involving a broad spectrum of accounts and coverages. Responsibilities and Duties Include: Investigating and evaluating claims made against the company's private and not-for-profit employment practices liability ("EPL") and directors and officers ("D&O") policies and health care D&O/EPL policies, including but not limited to claims alleging discrimination, sexual and non-sexual harassment, retaliation and wrongful termination. Investigating and evaluating a variety of employment practices and other claims made against cities and towns, police departments and schools under the company's public officials liability, police professional liability and educators errors and omissions insurance policies, including but not limited to claims alleging first amendment violations, excessive force and 1983 violations; Analyzing coverage issues and drafting coverage positions; Managing litigation by directing or collaborating with defense counsel; Negotiating claim resolutions and participating in mediations and other legal proceedings; Establishing appropriate reserves and timely reporting claim developments and trends to claims and underwriting management; Providing superior service to all customers and effectively interacting with insureds, brokers, defense counsel and other parties as necessary; Assisting underwriting and other areas of the company

Requirements: 4 year college degree required, but J.D. preferred; At least 5 years experience handling liability insurance claims (specialty lines preferred) or similar relevant experience; Excellent negotiation and communication skills; Technical writing experience (writing sample may be requested); Strong computer skills including proficiency in MS Office products; Occasional travel

Please submit your resume in confidence to Kay Kellogg at Kay.Kellogg@awac.com, or you may contact Kay Kellogg directly at 860.284.1840.

**Arch Insurance Group Inc.
AVP, Primary Casualty Claims
New York, NY**

As of October 15, 2009

Description: Manage a unit of seven primary claims examiners; this includes fostering their development, reviewing coverage letters, evaluating matters and extending authority. Actively handle a small caseload of commercial general liability claims. Communicate with insured, conduct thorough coverage analysis, work with defense counsel, formulate and execute plans of action, effectively analyze exposure through liability and damages assessment/ evaluations, set timely and appropriate reserves and negotiate and resolve cases.

Requirements: Qualified candidates have proven negotiation skills, New York labor law experience, at least two years of experience managing a claim unit and strong coverage analysis skills. Bachelor degree preferred.

We offer great benefits with over 22 days of paid time off, paid holidays, pension, 401(k) matching plan, employee stock purchase program, tuition assistance and much more. Qualified candidates please send your resume to archcareers@archinsurance.com.

Arch Insurance Group
Underwriter
Denver, CO

As of September 26, 2009

Description: The Growth & Middle Market Underwriter is responsible for the submission generation, underwriting and policy issuance of Directors and Officers liability, Employment Practices Liability, Fiduciary Liability, Fidelity and Kidnap & Ransom coverages that meet the GMM account definition. GMM accounts are those that are publicly traded or privately held and have annual revenues of less than \$500,000,000. Education & Experience: BA or BS, ideally with a degree/major in Economics, Business, Finance, or Accounting 2 - 5 years of D&O underwriting experience required.

Requirements: Development of strong relationships with targeted retail agents in assigned territory with the objective of having Arch become a 1CTop 5 1D GMM market within the agency. Submission generation of GMM opportunities from target agencies that meet GMM appetite. Target quote ratio of 70% for private company opportunities. Superior account underwriting of all GMM new and renewal accounts within assigned territory. Possess strong underwriting knowledge of all coverage lines within GMM. Provide acceptable level of underwriting documentation for all assigned accounts. Be able to articulate underwriting positions and most

importantly, reasons for such positions, to GMM and Regional management. Communicate effectively to agents both orally and in writing. Represent Arch and Executive Assurance professionally whether internally or externally at agent offices or industry events. Knowledge of all four segments of Executive Assurance is required. The GMM Underwriter must act as the representative of Executive Assurance for their assigned territory, and be able to answer general questions about all EA products and appetite. Provide monthly forecasts for new and renewal business and regular reconciliations to such forecasts. Be able to provide detail as to variances from forecast, include new business results, lost business and pricing changes. Monitor new business flow, quote ratio and hit ratio from each target agency to monitor variances to plan. Develop strategies to correct variances with each agency. Initiate and conduct quarterly meetings with target agents to report on results, collect feedback and gain buy-in for strategies to improve results. Core Competencies: High achievement drive; Strong interpersonal skills; Highly competitive; Analytical judgment; Ability to build strong relationships; Effective communication 13 both oral and written; Strategic thinking; Negotiation skills.

Please submit your resume in confidence to Jon Craig at jcraig@archsinsurance.com, or you may contact Jon Craig directly at 415.490.9799.

Diamond State Group
Manager, Underwriting – Professional Liability Brokerage
Chicago, IL; Los Angeles, CA; San Francisco, CA
As of October 5, 2009

Description: Diamond State Group is the brokerage business unit of United America Indemnity, Ltd., a premier commercial E&S and specialty lines insurance group. Its target is mid-size and large commercial excess and surplus lines accounts distributed through professional independent wholesale brokers that require specialized underwriting expertise. The Brokerage Division underwrites: primary general liability, excess, umbrella, commercial automobile, commercial property, inland marine and professional liability lines of business. The insurance companies of its member groups are "A" rated by A.M. Best. Diamond State Group is currently seeking a Manager, Professional Liability Underwriting, to work in our Chicago, IL, Los Angeles, CA and San Francisco, CA field offices. Accountability for achieving planned results for a specific geographic territory to attain business objectives and goals. Strong Excess and Surplus Lines expertise in Professional Liability product lines that will drive the

continued development, profitability and growth of this organization. The incumbent will be responsible for managing pricing objectives, profit improvement, profit improvement opportunities and combined loss ratio results. In addition, this individual will direct the underwriting risk section and underwriting process. Additionally, the incumbent will provide technical advice, council and expertise in the development of the underwriting staff. The incumbent will collaborate with the company's Underwriting, Actuarial, Reinsurance, Systems, Claims and Legal functions. The individual will manage all aspects of the brokerage relationship including visitation to present our products and underwriting appetite, develop relationships, production and profitability. The incumbent will participate in forming recommendations for the strategic direction of the Professional Liability lines of Business.

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

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

Diamond State Group
Senior Pricing Actuary
Bala Cynwyd, PA

As of October 5, 2009

Description: Diamond State Group is the brokerage business unit of United America Indemnity, Ltd., a premier commercial E&S and specialty lines insurance group. Its target is mid-size and large commercial excess and surplus lines accounts distributed through professional independent wholesale brokers that require specialized underwriting expertise. The Brokerage Division underwrites: primary general liability, excess, umbrella, commercial automobile, commercial property, inland marine and professional liability lines of business. The insurance companies of its member groups are "A" rated by A.M. Best. Diamond State Group is currently seeking a Senior Pricing Actuary to work in our corporate office in Bala Cynwyd, PA. The incumbent will work with management and the senior underwriting staff to ensure the profitability of Casualty, Professional Liability and Property lines of business. The incumbent will be responsible for managing pricing objectives, profit improvement opportunities and combined ratio results. In addition, this individual will perform line/class of business profitability studies including: loss ratio projections, competitor/market analyses and premium production/retention reports. The incumbent will be responsible for new product development including: data collection, competitor/market studies and the development of rating methods and applications. Additional duties include monitoring of new and renewal business pricing and strategic price setting and rate filing support for admitted business. The incumbent will participate in forming recommendations for the strategic direction of the Diamond State Brokerage Division.

Requirements: 10 plus years Property and Casualty Actuarial experience; Developed technical knowledge of underwriting, product design, rating and pricing; Ability to analyze markets for profit opportunity and provide solutions, through creativity and vision; Possess an in-depth working intelligence of current business issues within the Diamond State Brokerage Division and the excess and surplus lines community; Ability to work effectively and advise management, business unit leaders, and staff in business planning and new product design. Ability to interact with business unit leaders as a general resource for Diamond State Brokerage Division issues and assist the President in cross functional issues as assigned; Possess the ability to manage Actuarial accountability through direct

reports; Demonstrated flexibility to react to ever-changing environments and market conditions. Demonstrated innovator not satisfied with the status quo, who actively seeks new or better methods of competence; "Hands-on" ability to direct, manage and influence the underwriting process to support coverage design required as outlined by the strategies and underwriting philosophy; Proven analytical and quantitative skills, with strong organizational, interpersonal, communication and time management quality; High energy, with a desire to be a team player capable of interacting with a variety of individuals internally and externally; A positive attitude, with a sense of urgency directed toward the design of creative solutions; College degree in actuarial science, mathematics, statistics or other related field; ACAS or FCAS designation; Advanced knowledge of Microsoft Excel and knowledge of Access and/or query tool such as SQL.

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

Diamond State Group
Senior Underwriter - Professional Liability Brokerage
Bala Cynwyd, PA
As of October 5, 2009

Description: Diamond State Group is the brokerage business unit of United America Indemnity, Ltd., a premier commercial E&S and specialty lines insurance group. Its target is mid-size and large commercial excess and surplus lines accounts distributed through professional independent wholesale brokers that require specialized underwriting expertise. The Brokerage Division underwrites: primary general liability, excess, umbrella, commercial automobile, commercial property, inland marine and professional liability lines of business. The insurance companies of its member groups are "A" rated by A.M. Best. Diamond State Group is currently seeking a Senior Underwriter, Professional Liability, to work in our corporate office in Bala Cynwyd, PA. Accountability for achieving planned results for a specific geographic territory to attain business objectives and goals. Strong Excess and Surplus Lines expertise in Professional Liability product lines that will drive the continued development, profitability and growth of this organization. The incumbent will be responsible for managing pricing objectives, profit improvement, profit improvement opportunities and combined loss ratio results. In addition, this individual will direct the underwriting risk section and underwriting process. Additionally, the incumbent will provide technical advice, council and expertise in the development of the underwriting staff.

The incumbent will collaborate with the company's Underwriting, Actuarial, Reinsurance, Systems, Claims and Legal functions. The individual will manage all aspects of the brokerage relationship including visitation to present our products and underwriting appetite, develop relationships, production and profitability. The incumbent will participate in forming recommendations for the strategic direction of the Professional Liability lines of Business.

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

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

United America Insurance Group
Manager, Product Management – Workers' Compensation
Bala Cynwyd, PA
As of October 5, 2009

Description: United America Insurance Group is a premier commercial E&S and specialty lines insurance group. We take pride in our ability to be flexible and resourceful in responding to specialty and surplus lines risks. The insurance companies of its member groups, Diamond State Group, United National and Penn America, are "A" rated by A.M. Best. We look for employees who constantly strive to achieve excellent results, improve efficiency and are committed to uphold our core values of people, integrity, achievement and creativity. We live by "Our Strength is in Our People." UAIG is currently seeking a Manager, Product Management - Workers' Compensation, to work in our corporate office in Bala Cynwyd, PA. This position ensures full compliance with corporate initiatives and strategies, as well as regulatory issues affecting the line of business. Facilitates and oversees the product production, maintenance of underwriting guidelines and assists in the development of new or updated rates/rules/forms as necessary. Provide technical expertise, coaching and mentoring for lines of business assigned – work with business units to execute strategies. Review and analyze bureau circulars and make appropriate decisions regarding the Company's strategies in conjunction with business units; Analyze coverage and pricing in conjunction with Underwriting Business Units and Actuarial in all jurisdictions and implement changes as warranted; Work in conjunction with Legal and the Field Offices on forms review. Act as a point person for collaboration of the process; Coordinate Product Management projects with other Departments (Underwriting, State Filing, Claims, IT and Operations); Assist Compliance/Regulatory Unit as needed to maintain compliance and quality control; Support the policy administration project; Perform underwriting/technical audits/reviews as assigned; Contributes to overall department effort to achieve corporate initiatives.

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

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

**Zurich North America
E&O Underwriter**

NYC, NY

As of October 12, 2009

Description: Under technical direction, the ideal candidate underwrites and analyzes new and renewal E&O business. He/she administers and monitors underwriting rules and guidelines, insurance laws and regulations, and rating manual rules. He/she works writing significant limits and authority on assignments of higher technical complexity and coordination. Markets Zurich's products and services through an agency or through the brokerage community. Develops/maintains agency and /or broker relationships.

Requirements: Bachelors Degree required. 4 or more years of experience underwriting E&O business required with a focus on Misc.E&O). Any experience underwriting tech., media, security & privacy E&O a plus.

For further information, please visit the Career section of www.zurichna.com for job listings.

Zurich North America

Underwriting Specialist, Professional Liability

NYC, NY

As of October 12, 2009

Description: Are you a Professional Liability Underwriter with strong relationships in the NY insurance market, including both global brokerage houses and regional producers in the tri-state area? If you are, we have a market-facing position available with considerable access and exposure to brokers and risk managers. You will be responsible for underwriting and analyzing new and renewal Professional Liability business and building relationships with retail and wholesale producers. The ideal candidate will add in-depth knowledge and expertise to the Specialties E&O team and provide referral support to the NY based underwriting staff.

Requirements: Bachelors degree required. 5 - 8 years of experience underwriting Professional Liability business with a focus on Miscellaneous E&O required. Any experience underwriting technology liability, media liability and security & privacy liability a real plus. Excellent oral and written communication skills, In-depth knowledge of line/s of business and legal and regulatory guidelines, strong negotiation skills and ability to effectively assess risk required.

For further information, please visit the Career section of www.zurichna.com for job listings.

INSURANCE RECRUITING POSITIONS

Which Insurance Recruiters are posting positions on Advisen here?

Advice Personnel

Steven Weissbluth, CPA at 917.206.1799 or sweissbluth@adviceny.com

Hollinger Jobs

Fran Kaye at 704.788.1470 or frankaye@hollingerjobs.com

James A. Lieberman at 732.247.5656 or

jalieberman@hollingerjobs.com

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

International Insurance Consultants, Inc.

Glenn Wootton at 954.421.0122 or glenn@iicuri.com

Ray Crowley at 954.421.0122 or ray@iicuri.com

Platinum Search Group, Inc.

Brad Barick at 715.341.4900 or brad@pointpartners.biz

Smith Hanley Associates LLC

Andy Davis at 203.319.4300 x228 or adavis@smithhanley.com

Cheryl Tara at 203.319.4300 x229 or ctara@smithhanley.com

Karen McCorkindale at 203.440.1875 or

kmccorkindale@smithhanley.com

Rob Newman at 770.664.7939 or rnewman@smithhanley.com

Sean deGroot at 203.319.4300 x226 or sdegroot@smithhanley.com

Agency Relations / Distribution Management (\$100K - \$125K + bonus)

Chicago, IL

This is a highly rated carrier that is recognized in its specialty niche as being a quality underwriter in the space with excellent paper. They specialize in municipalities and schools and have an excellent track record over decades of doing business with these entities. This position will represent them in the Midwest and be the key contact with agency partners throughout the region. You will have demonstrated experience with carriers in working with the independent agent system in the Midwest. This position will report directly to the President. Position will be home based and supported with all the appropriate resources needed to be successful. Any

experience in the niche of municipalities and schools would be very attractive. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com, or visit www.insurancerecruitersusa.com

Brokerage - President / Senior Executive Group Benefits (\$250K +)

Northeast

Posted by Hollinger Jobs as of 10/12/09 www.hollingerjobs.com. Our client, a well established retail P&C broker in the Northeast is seeking a President/Sr. Executive who will function as the Manager and Practice Leader for their Group Benefits Division. Sales Leadership and management skills are a must. This is an exciting, growing firm that offers a real opportunity to the right candidate. The firm is known for its professional, collegial environment and operating as a unified team. The position encompasses the tri-state area - NY, CT, NJ and will be responsible for financial growth and overall management of a \$20 million book of both small and large group business and 50+ person departments with three locations. The successful candidate will have a solid track record of accomplishments, including a strong progression of running day to day operations, employee supervision, and training and development of staff and producers. Additionally the position includes rounding out of accounts, production of group benefits accounts and a significant amount of cross selling with property and casualty brokers. Qualified candidates must have a minimum of 15 years of related group benefits production and management experience from either regional or large broker, consulting firm, or carrier environment. Degree required, MBA a plus. Appropriate licenses and designations are expected. Compensation begins with a base of \$250K+, DOE plus additional commissions, bonuses and benefits. 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.

Brokerage Sales (Up to \$125K base+)

NY / NJ Area

Posted by Hollinger Jobs as of 10/12/09 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.

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

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

eligible, excellent benefits. Contact Brad Barick at 715.341.4900 or brad@pointpartners.biz for more information.

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

Eastern CT

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

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

Greater New York City Area, NY

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

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

NJ Area

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

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

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

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

Posted by Hollinger Jobs as of 10/12/09 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 haul

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 Senior 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 Sales / Marketing (\$250K +)

New York, NY

This is a diverse A rated carrier that is growing in product portfolio and geographically. You will have significant experience in commercial lines distribution in both wholesale and retail environments. This position will help the organization at a strategic level to position itself properly with retailers/wholesalers to maximize the mutual benefits of a relationship. Experience in the agency/wholesale business likely would be attractive to have a broad understanding and knowledge of the inner workings of distribution partners in the commercial and personal lines area. This position will be part of the nucleus of the firm and have the strategic level accomplishments in their careers that clearly demonstrate that capability. You should have vision and the smarts and experience to make the vision a reality. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com, or visit 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, or visit www.insurancerecruitersusa.com

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

Long Island, NY

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

D&O Senior Underwriter (\$90K - \$110K)

New York, NY

Our client, a highly rated rapidly growing New York City insurance carrier seeks a D&O Underwriter to assist in the growth of their Commercial book. Ideal candidate will have a strong technical underwriting background, a minimum of five years experience within the large commercial account environment and strong, retail brokerage relationships. Send resume to Andy Davis at adavis@smithhanley.com

D&O Underwriting Manager (Up to \$140K plus bonus)

New York, NY

Our client, a highly rated rapidly growing New York City insurance carrier seeks a D&O Underwriting Manager to lead the growth of their Commercial book. Ideal candidate will have a strong technical underwriting background, a minimum of five years experience within the large commercial account environment and strong retail brokerage relationships. Send resume to Andy Davis at adavis@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 for more information.

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

Posted by Hollinger Jobs as of 10/12/09 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.

**Errors and Omissions / Media / Technology Underwriter(s)
Nationwide**

Several Top Property and Casualty companies seek to add professionals with two plus years underwriting experience to their practice groups in key cities around the US. Products include Errors and Omissions, Media, Technology, Cyber and Management and Professional Liability. Competitive salaries. Send resume to Sean deGroot at sdegroot@smithhanley.com

**Financial Services Claims Counsel (Up 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 at
kmccorkindale@smithhanley.com

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.

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

Eastern CT

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

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

Greater New York City Area, NY

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

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

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

**Insurance Credit Analyst (Up to \$125K)
New York, NY**

Posted on 10/14/09 by Advice Personnel. This insurance credit analyst role at a global financial institution is a VP position based in midtown NYC. Responsible for credit analysis and management of a portfolio of client credit relationships, primarily in the insurance industry (life, P/C, reinsurance, financial guarantors). Responsibilities include 1) Process credit requests to meet business deadlines and maintain the annual review cycle. 2) Prepare high quality analysis in credit applications that address client credit risk, transaction risk, and legal risk. 3) Exercise strong credit judgment skills when recommending credit facilities, taking into consideration facility size, tenor, and suitability for client. 4) Perform ongoing monitoring of client credit quality to identify a possible deterioration of credit quality. 5) Conduct credit meetings with clients. 6) Credit metrics, accounting, and regulatory matters associated with insurance companies. Life Insurance a plus! Candidates will have 7-12 years of relevant work

experience with an insurance industry background, Ability to analyze and evaluate counterparty risk utilizing quantitative and qualitative data, Knowledge of capital markets and traded products, Knowledge of the accounting, legal and regulatory issues governing the insurance sector. Send resume to Steve Weissbluth at 917.206.1799 or sweissbluth@adviceny.com

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

Greater New York City Region, NY

Posted by Hollinger Jobs as of 10/12/09 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 / Senior Wholesale Broker / Property CAT (Starting \$120K +)

East / Southeast / Gulf Coast

Posted by Hollinger Jobs as of 10/12/09 www.hollingerjobs.com.

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

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

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

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

**Middle Market Production Underwriting Manager (Up to \$100K)
Open, VA**

Posted by Hollinger Jobs as of 10/12/09 www.hollingerjobs.com. Financially strong property and casualty insurance carrier is seeking a qualified sales driven candidate for Middle Market Production Underwriting Manager-Commercial Lines to develop the State of Virginia. Responsible for multi-line commercial underwriting & 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 & 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 \$85K - \$100K (DOE) including

generous bonus plan, full benefits and company car. Relocation package provided. 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.

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

Tri - State, NY / NJ / Southern

Posted by Hollinger Jobs as of 10/12/09 www.hollingerjobs.com. A+ property and casualty insurance carrier with a domestic and global presence is seeking a National Property Underwriting Practice Leader. The Property Practice Leader will assume a leadership role to enhance excellence in property underwriting both internally and externally. Additionally the practice leader will help formulate and implement strategic initiatives and business development activities that will profitably grow the portfolio in the domestic and reverse flow segments. Major areas of concentration include property underwriting, marketing, audit review/compliance and product development. There are no supervisory responsibilities with this position, however guiding, leading and mentoring property underwriters will be required. This position requires a take charge property underwriting executive who likes to take ownership and can be a team player. Education and/or experience includes Bachelor's degree (B. A.) from four-year college or university is preferred, High School or G.E.D. is required along with a minimum of 10 years related Property Underwriting experience. Must have 3 years recent experience in a leadership role. Must be highly knowledgeable in all commercial Lines and company underwriting standards and practices and have proven business development skills. Must have experience with excess property and global accounts. This position is located in Central New Jersey. \$140K - \$160K (DOE) + bonus and benefits. Please submit resumes to the attention of Jim Lieberman, Sr. Recruiter at jalieberman@hollingerjobs.com re: Advisen Jobs.

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

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

P&C Southeast Managing Director (\$250K - \$275K + stock)

Fort Lauderdale, FL

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

P&C Wholesale Broker Florida

Our client has a Florida based opportunity for an experienced P&C Wholesale Broker who seeks a dynamic platform to grow a book of business without the disadvantages of a large corporate employer. Salary negotiable based on experience and prior success in the marketplace. To learn more about this unique opportunity, please contact Rob Newman at rnewman@smithhanley.com

Personal Lines Underwriting (\$80K - \$110K) Florida / North & South Carolina

This is an opportunity with an exciting, growing and successful personal lines company. This firm's portfolio consists of high net worth, affluent customer business. Your experience in high value property underwriting, to include multi-million dollar homes, could be attractive. This firm writes all lines, to include homeowners, auto, specialty umbrella, etc. through the independent agency system. You must have an established record of strong performance and be able to differentiate yourself from the pack. If you write standard homeowners exposure, but believe you have what it takes to work in the sophisticated high value market, this could be your chance to prove yourself. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com, or visit www.insurancerecruitersusa.com

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

Posted by Hollinger Jobs as of 10/12/09 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 (Up to \$125K)
Southeastern CT or Westchester County, NY**

Urgent! Strong, regional agency is expanding the sales team and will add commercial lines and group benefit producers. Break out of the large bureaucratic environment and move into a “nimble” agency with markets along with service and support. You will produce mid-market commercial lines and/or group benefits business and will coordinate business with client managers. Client will consider business development leaders who can bring/purchase their book. Candidates need to have a strong working knowledge of the lines of coverage and the risk assessment process. Client will compensate relative to employee value; this includes base salary, commission, strong benefits, etc. Contact Brad Barick 715.341.4900 or brad@pointpartners.biz for more information.

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

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

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

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

Greater New York City Area, NY

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

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

NJ Area

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

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

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.

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.

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

New York Metro

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

Product Manager (Up to \$105K)

Southeast

Posted by Hollinger Jobs as of 10/12/09 www.hollingerjobs.com. Our client is one the largest commercial auto insurance companies in the industry and a strong leader in product development. They seek a Product Manager with experience handling transportation products, creating and filing rates for existing products. The Product Manager will be responsible for the development, management and analyzing of new business products. The preferred candidate will need experience preparing and filing forms with the state insurance department and offer the actuarial skills necessary to determine the rates. Additional duties will be designing and developing assigned products through a formal business plan. Will also price, plan budgets and forecast for assigned products. Must have a B.S. degree with at least 5 years experience as a product manager or product analyst. The preferred candidate will have experience in a P&C insurance company with specific knowledge of transportation or auto products. Please submit your resume in confidence to jobs@hollingerjobs.com or

frankaye@hollingerjobs.com or contact Fran Kaye directly at 704-439-4432 re: Advisen Jobs.

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

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

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

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

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

This is an A rated carrier with a great future. Their capital position is excellent and they have great results. This insurance company is growing organically and through multiple acquisitions. You must have a CPA and have some experience in a property/casualty environment to be considered. Solid experience in all aspects of quarterly and annual shareholder and SEC reporting, including compliance with SEC/GAAP accounting requirements for the financial statements, 10K's and 10Q's. This is an opportunity to be part of a winning team. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com, or visit www.insurancerecruitersusa.com

**Property Casualty Small Business Product Executive (Up 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 compensation up to \$150K. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com, or visit www.insurancerecruitersusa.com

Sales Producer (Up to \$125K base +)

NY / NJ Area

Posted by Hollinger Jobs as of 10/12/09 www.hollingerjobs.com. Our client is a well-established insurance brokerage firm in the New York/New Jersey area. In order to meet their growing needs we are recruiting for additional Sales Professionals for their Property and Casualty Commercial Lines Unit. The Producers will be expected to establish relationships, open new markets, generate new business revenues and build a strong book of business. The company provides excellent sales leads and outstanding technical and service support, all while enjoying a collegial team atmosphere. Product offerings include a full range of mid to large size account services, risk management account services and established programs. This is an exciting, growth-oriented opportunity for producers who are looking to build upon their existing strengths and build their book of business. The right candidate will have a proven track record of sales and production, as well as, excellent communication and relationship building skills. A BS/BA is required along with appropriate insurance designations. The firm offers a competitive compensation up to \$125K base+ and a solid commission structure. Please submit your resume in confidence to jobs@hollingerjobs.com or jalieberman@hollingerjobs.com, or call Jim Lieberman at 732.247-5656 re: Advisen Jobs.

Senior Boiler & Machinery Consultant (\$90K - \$105K)

Eastern U.S.

Company is an innovative leader in providing Boiler & Machinery Reliability Engineering services for clients worldwide. This position has been allocated due to increased demand for consulting services. Must know, and have, B&M technical engineering and consulting experience in Heavy Industry, e.g. utilities, energy, pulp & paper and/or steel industries. Will conduct machinery and equipment surveys to evaluate plant operations, identify potential failure exposures, maintenance and testing programs, recommend program enhancements and corrective action, compliance with state and local boiler and pressure vessel laws, etc. Will provide B&M reliability

engineering consulting services such as: equipment based risk analysis, equipment preventive/predictive maintenance reviews, ASME code consultation, jurisdictional compliance (not inspections), risk improvement, loss estimates, insurance company recommendation review, claims consultation, loss mitigation, etc. Must have at least 10 years B&M engineering experience with companies such as HSB, FM, IRI, Travelers, Zurich, Marsh, Aon, etc. Engineering degree (ME, ChE, IE, EE, etc.) or equivalent is required. Must be willing to work from your home office (located near any major city in the eastern U.S.), and be able to travel up to 40% for both domestic and international business. Contact Brad Barick at 715.341.4900 or brad@pointpartners.biz for more information.

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

Midwest

Posted by Hollinger Jobs as of 10/12/09 www.hollingerjobs.com. Financially strong property and casualty carrier is seeking Senior Commercial Underwriters who will be responsible for underwriting new commercial primary property and casualty accounts, marketing to independent agents and assisting in the mentoring and development of junior underwriters. Qualified candidates must have minimum 10 years of primary property and casualty underwriting with current large regional and national broker relationships in the Chicago and Indianapolis marketplace and surrounding regions. Candidates interested in growth opportunities preferred. College degree/designations highly desirable. Base + bonus and excellent benefits package. Positions will be in branch offices and/or telecommuting arrangements. Please respond in confidence with your resume to jobs@hollingerjobs.com or jalieberman@hollingerjobs.com or you may contact Jim Lieberman at 1-732-247-5656 re: Advisen Jobs.

Senior D&O Underwriter (\$90K - \$110K)

Chicago, IL

Our client, a highly rated rapidly growing New York City based insurance carrier seeks a D&O Underwriter to assist in the growth of their Commercial book. Ideal candidate will have a strong technical underwriting background, a minimum of five years experience within the large commercial account environment and strong, retail brokerage relationships. Send resume to Andy Davis at adavis@smithhanley.com

Senior Executive / Product Development for E&S (\$150K - \$180K)

Anywhere USA

This role entails all aspects of product development, underwriting authority, strategy, guidelines, distribution, pricing and reporting for

the E&S division. Will interface with the division leader, underwriting, actuarial, audit, training, and marketing departments, and provide the leadership to assure growth with profit. Will be the "go to" technical expert/consultant providing the leadership that drives quality and earnings. Candidates must have: Current liability surplus lines leadership experience relative to the points noted above. Will know business trends and thoroughly know and understand the E&S market and relevant wholesalers. Will have the leadership ability and the professional credibility to drive the development of new products and the underwriting strategy. Will have a BS degree (MBA preferred), with various professional insurance designations. Total compensation is negotiable, very strong benefits; no relocation. Contact Brad Barick at 715.341.4900 or brad@pointpartners.biz for more information.

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

Company is a specialist in providing fire protection engineering services for Fortune 1000 clients around the world. Provide fire protection engineering and risk management consulting services for heavy industries, such as pulp & paper, steel, utilities, etc. Assist client companies around the world in avoiding and minimizing losses that can lead to property damage and business interruption. Provide technical support and develop timely reports on respective projects. Candidates must have an engineering degree (ME, ChE, EE, IE) and a minimum of seven years experience in fire protection engineering and loss control. Able to travel up to 40% overnight on domestic and international business. Current working knowledge of FM standards. Speaking Spanish and/or Portuguese as a second language is desirable. Prefer candidates currently living in the Eastern or Midwest US, e.g. Atlanta, Charlotte, or Chicago. Compensation for the well qualified candidate will include a base salary of \$100K - \$120K, bonus to 15%, and excellent benefits.

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

NJ

Posted by Hollinger Jobs as of 10/12/09 www.hollingerjobs.com. Our client, a leader in Specialty Insurance Products, seeks a Senior Excess & Umbrella Production Underwriter with 10 years current excess underwriting expertise in surplus lines and contacts with agents in the North East Region. Duties include reviewing analyzing, accepting and declining risks. The candidate will communicate with underwriting management and casualty product line leaders on individual accounts both current and proposed and make recommendations concerning operations, systems and procedures when appropriate. The preferred candidate will have recent carrier

experience, as well as, proven recent expertise in highly complex excess lines of business. Minimal travel is expected. Compensation is \$115K - \$120K, DOE. Please submit your resume in confidence to jobs@hollingerjobs.com or frankaye@hollingerjobs.com or contact Fran Kaye directly at 704-439-4432 re: Advisen Jobs.

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

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

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

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

New York, NY

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

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

Northeast

Posted by Hollinger Jobs as of 10/12/09 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 \$115 - \$120K, DOE. Please submit your resume in confidence to jobs@hollingerjobs.com or frankaye@hollingerjobs.com or contact Fran Kaye directly at 704-439-4432 re: Advisen Jobs.

**Senior Underwriter - Environmental (Up to \$110K)
Pacific West Region**

Posted by Hollinger Jobs as of 10/12/09 www.hollingerjobs.com. Our client is a major carrier seeking an environmental underwriter in the Pacific West Region. The preferred candidate will have a minimum of 10 years of underwriting expertise in surplus lines, with at least 5 years in the environmental field. Responsibilities include underwriting and selecting new business that will produce a profit, reviewing submissions and identifying exposures and risks from information provided. Communication with underwriting management, national environmental product line leaders on individual accounts, and with current and proposed producers is required. The preferred candidate will have proven recent experience in complex environmental underwriting and demonstrate technical knowledge and skills reflective of progression of positions of increasing responsibilities. Some travel is required. A college degree in environmental or a related science is preferred. Salary range is \$90K - \$110K. Please submit your resume in confidence to jobs@hollingerjobs.com or frankaye@hollingerjobs.com or contact Fran Kaye directly at 704-237-3584 re: Advisen Jobs.

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

Posted by Hollinger Jobs as of 10/12/09 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

Senior Wholesale Broker (Up to \$125K)

West Coast

Posted by Hollinger Jobs as of 10/12/09 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

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

Atlanta, GA

This is a very exciting, highly rated carrier that is expanding its product portfolio and geographic footprint. This position will be the senior most position in the Southeast operation for this carrier. You will have responsibility for developing an outstanding team and building relationships with distribution partners. This company works in both admitted and non-admitted markets in diverse specialty products of excess casualty, professional lines E&O, D&O, EPLI, medical malpractice, environmental, specialty property and more. You

will have responsibility for the P&L of the product niche and responsible as the face of the organization in the territory. For more information, please contact Ray Crowley at 954.421.0122 or ray@iicuri.com, or visit www.insurancerecruitersusa.com

**Surplus Lines Liability Insurance Consultant (\$150K - \$180K)
Anywhere USA**

This role entails all aspects of product development, underwriting authority, strategy, guidelines, distribution, pricing and reporting for the E&S division. Will interface with the division leader, underwriting, actuarial, audit, training, and marketing departments, and provide the leadership to assure growth with profit. Will be the "go to" technical expert/consultant providing the leadership that drives quality and earnings. Candidates must have: Current liability surplus lines leadership experience relative to the points noted above. Will know business trends and thoroughly know and understand the E&S market and relevant wholesalers. Will have the leadership ability and the professional credibility to drive the development of new products and the underwriting strategy. Will have a BS degree (MBA preferred), with various professional insurance designations. Total compensation is negotiable, very strong benefits; no relocation. Contact Brad Barick at 715.341.4900 or brad@pointpartners.biz for more information.

**Transportation Underwriting Manager (Up to \$140K)
CT**

Posted by Hollinger Jobs as of 10/12/09 www.hollingerjobs.com. Established and financially secure wholesale brokerage and MGA is seeking a Transportation Underwriting Manager. Experienced candidates with management and/or supervisory experience will be responsible for the underwriting and profitable growth of a transportation book of business that focuses on charter buses as well as school and shuttle bus and other forms of transportation as well as supervising and developing 4 - 6 underwriters. Sales, marketing and business development with agent and carrier markets required. College degree and/or designations preferred. 5 - 8 years direct background required. Compensation \$100K - \$130K + DOE including bonus and benefits and negotiable relocation to Central Connecticut. 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 - Excess and Umbrella (Up to \$120K)
Midwest**

Our client, a major carrier with a location in the Mid West, seeks an underwriter with a strong focus on E&S excess and umbrella. Responsibilities include achieving production growth and profit goals,

developing and reinforcing favorable broker relationships, delivering timely response time on submissions, providing outstanding customer service, managing market initiatives and providing team support. The preferred candidate will have 5 - 7 years P&C experience be a self-starter who possesses excellent oral and written communication skills. In addition the candidate must know the wholesale brokers in the Midwest. A degree is preferred, insurance industry designations a plus. Some travel is required. Compensation is \$60K - \$120K, DOE. Please submit your resume in confidence to jobs@hollingerjobs.com or frankaye@hollingerjobs.com or contact Fran Kaye directly at 704-237-3584 re: Advisen Jobs.

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

Posted by Hollinger Jobs as of 10/12/09 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 10/12/09 www.hollingerjobs.com. Our client is a leading carrier dedicated to the wholesale specialty insurance market. They provide top quality underwriting coverage for Professional Liability with a focus on Lawyers, Architects, Engineers, Technology, Med Mal, and Miscellaneous Liability. They seek an underwriter with 5 - 10 years current experience in handling Professional Liability. The preferred candidate will have contacts in place in the Northeast territory, underwrite and select new business that will produce an underwriting profit, make recommendations concerning operations, systems, and procedures, and will also provide training and support to the underwriting department. The salary is \$100K - \$125K DOE. Degree, CPCU, RPLU, or other designations are a plus. Please submit your resume in confidence to jobs@hollingerjobs.com or frankaye@hollingerjobs.com or contact Fran Kaye directly at 704-439-4432 re: Advisen Jobs.

**Underwriting Assistant (\$50K - \$55K)
Chicago, IL**

Our client, a highly rated insurance carrier seeks an Underwriting Assistant for their Chicago location. In this position you will provide support to members of the underwriting team by performing processing tasks and compiling information and reports for underwriting decisions. Ideal candidate will have 2 plus years insurance experience, the ability to multi-task and strong data entry and computer skills. Send resume to Andy Davis at adavis@smithhanley.com

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

Several of our customers are seeking teams of people to expand and diversify their portfolios. In many cases, these firms will expand in areas where they already write business. Do you have the contacts with agents & brokers that will bring you the opportunities? If you can develop a significant book of profitable business with your team, call me. Location is wide open. For more information, please contact Glenn Wootton at (954) 421-0122 or glenn@iicuri.com, or visit www.insurancerecruitersusa.com

**VP Insurance Program Sales Consulting (\$175K)
New York / New Jersey**

National consulting firm with customers countrywide seeks business development professional to lead the growth of business to the program administrator marketplace. This individual should have personal contacts or excellent knowledge of the key players at PA's and MGA's. Someone with a solid rolodex and the relationships to back it up. The appropriate candidate will champion the success and growth of this segment and will involve providing customers – analytics, customer support functions, information technology data (not software), claims services and distribution support. This position reports to the CEO and is part of the executive management team. You will design the strategy and develop this small part of the business into a major segment for the firm. For more information, please contact Glenn Wootton at 954.421.0122 or glenn@iicuri.com, or visit www.insurancerecruitersusa.com

**Wholesale Healthcare Program Manager (Up to \$120K)
East**

Posted by Hollinger Jobs as of 10/12/09 www.hollingerjobs.com. Our client, a well-established Wholesaler Broker & MGA is seeking a Wholesale Healthcare Program Manager to manage and develop their growing 10MM premium business Healthcare Program. This position

is responsible for the production of new accounts and maintaining renewals consisting of but not limited to medical malpractice and allied healthcare. Established retail agency relationships with carrier market knowledge required. The ideal candidate must have a thorough knowledge of risks and coverages related to Healthcare/Medical clients, professional liability and new business production. Qualified individuals will have 10 - 15+ years of strong P&C background along with a solid understanding and grounding in professional liability, with a focus on sales, marketing and service. Excess and Surplus Lines background required. Underwriting background is helpful. In addition, the candidate will have a history of existing relationships in the Healthcare/Medical community. Candidates with books of business to move and/or not restricted by non-competes encouraged to apply. Qualified individuals are expected to have any of the following: degree, MBA, CPCU, RPLU and/or other designations. Compensation will be determined upon experience and will range from \$90K \$125K + (DOE) + bonuses/commissions, benefits and work from home office arrangement. Please respond in confidence with your resume to jobs@hollingerjobs.com or jalieberman@hollingerjobs.com or you may contact Jim Lieberman at 1-732-247-5656 re: Advisen Jobs.