Virtue Risk Partners, LLC
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Virtue
Risk Partners, LLC

Job Description – Commercial Lines Underwriter

POSITION RESPONSIBILITY

The desired person to fill this position will be responsible for underwriting commercial lines applicants and building/ developing Virtue's presence and reputation nationwide. The person selected must have the innate ability to foster an environment that achieves underwriting excellence, operating excellence and distribution excellence. Must understand the value of responding quickly and exhibiting world class customer service, all while not compromising the firm's underwriting philosophies. Must be able to work in a peer environment with our business partners, their producers, and help those that count on us to meet and exceed client risk management expectations. The product knowledge required to succeed in this position includes the ability to profitably lead underwriting teams as well as personally underwrite the following lines of business, including, but not limited to: General Liability, Professional Liability, Environmental Excess and to the degree possible, WC, Auto, and Property. The selected underwriter will be required to represent Virtue on a daily basis with quality and professionalism and attend industry and association conferences, meetings with business partners and clients (See Virtue Website www.virtuerisk.com for more on this). The selected person will have leadership qualities, desire to take responsibility for their own work product, desire to build eminence for themselves and the firm, and a diligent focus on quick and thorough service and fast and responsible execution.

Focus:

Profitable Underwriting – The selected person will be responsible to consistently analyze and identify key applicant exposures and consistently translate the coverage request into insurable terms and conditions. The selected person must be able to exhibit sound judgment and independent thought and at the same time be willing to lead by example and collaborate with team members to maximize and execute with precision and attention to detail. The selected person must be experienced in identifying premium growth opportunities and at the same time exhibit superior balance and consistent risk selection decisions in order to generate profit over premium growth.

Additional Responsibilities –Will be responsible for initiating and conducting monthly and weekly marketing activities; gathering competitive intelligence on carrier trends and industry product changes; producing high quality deliverables with impeccable attention to detail; staying current with marketplace trends; supervising others as is appropriate.

Required Attributes, Skills and Abilities

- A strong sense of family and team building;
- Leadership qualities and desire to build and develop a National book of business;
- Relationships with wholesale insurance agents and experience in working with retail agents.
- Ability to work independently within granted underwriting authority and the desire for team collaboration on more complex underwriting decisions, whether or not within granted underwriting authority;
- Strong communication, sales and personal relationships with national wholesale brokerage community;
- Proven experience and knowledge of underwriting contractors, consultants, engineers, and business risk and environmental exposures;
- Proven experience in profitable underwriting of commercial and industrial exposures;
- Experience and proven problem solving ability to assess, underwrite and present out of the box risk management and risk transfer solutions for more complex risks;
- Geographic Locations Desired: Rockland County NY, Richmond, VA

Required Education & Experience

Must have a achieved at minimum, a Bachelor's degree in any accredited business related program and 2+ years of industry experience. Experience working with large regional and national wholesale and brokers is a plus. Professional insurance designation(s), either achieved or working, are also plus.

Salary Range: The salary range is open and commensurate with experience.