



Endurance Specialty Holdings Ltd. is a global specialty provider of property and casualty insurance and reinsurance. Through its operating subsidiaries, Endurance writes property, casualty, healthcare liability, agriculture, professional lines and surety and other specialty lines of insurance and property, catastrophe, casualty, aerospace and marine, and surety and other specialty lines of reinsurance.

Endurance maintains excellent financial strength as evidenced by the ratings of A (Excellent) from A.M. Best (XV size category) and A (Strong) from Standard and Poor's on our principal operating subsidiaries.

As a leading global provider of insurance and reinsurance, we recognize that our success is derived directly from those who matter most: our people. We currently employ over 1000 professionals in offices in Bermuda, the United States, the United Kingdom, Singapore and Zurich. At Endurance, a shared commitment to integrity, teamwork, agility, execution, and excellence define our culture, and we strive to create exceptional value for our clients and shareholders and maintain Endurance as a desirable place to work.

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We are seeking a **Builders' Risk Product Leader** for our **Global Risk Solutions** team in our **New York, NY** office. Global Risk Solutions offers comprehensive multi-line capabilities targeted at select industry verticals. Servicing middle market and large accounts domiciled in the U.S., we work through a network of retail brokers who share our commitment to long-term partnerships built on white glove service.

Expectation of the role is to manage the total business environment related to the production, development, underwriting, expense control and profitability of the builders risk accounts handled via the implementation of company underwriting discipline/guidelines, marketing plans and servicing standards for existing and potential clients. Responsible for interfacing with all modeling, actuarial, service administration, management and claims staff as necessary to conduct business in a professional manner.

**Duties and Responsibilities:**

- Prioritization and evaluation of new and renewal submissions to identify those accounts that provide the greatest opportunity for profit consistent with the business plan and corporate profit objectives.
- Price and analyze coverage, structure and exposures on individual risks.
- Set appropriate terms and conditions per the Company underwriting strategy and guidelines to quote qualified risks.
- Authorize quotes/binders/invoices as appropriate.
- Attend client/broker meetings, lunches, dinners and other social outings as applicable.
- Exercise proper underwriting pricing and discipline to meet profitability goals, complying with underwriting guidelines, systems and procedures.
- Expand existing portfolio of business by developing existing relationships and new prospective clients.
- Complete Cat Modeling requirements for rate development.
- Review and monitor monthly accumulation reports from catastrophe department. Amend cat limits offered and sold to ensure company stays within the pre-determined aggregate for limits sold in critical catastrophe zones as defined internally. Use rating tools to ensure sufficient premium is generated on catastrophe exposure to satisfy minimum corporate premium metrics.



- Coordinate production underwriting activity with the SVP of property regarding traveling/marketing and target production plans.
- Recommends authority levels for underwriting staff; including coverage, policy forms, premium rate plans and underwriting guidelines, loss control guidelines, and distribution.
- Liaise closely with team to ensure information is input correctly into in-house systems in an accurate and timely manner.
- Supports our focus on building strong customer relationships balanced with a strong risk mitigating and compliance-driven culture. Emphasis on proactive monitoring, governance, risk identification and escalation, as well as making sound risk decisions commensurate with the business unit's risk appetite. Conducts individual account underwriting audits as needed.
- Assist in quarterly review with GRS Property Product Leader (SVP) of the GRS property portfolio against original budgeted projections.
- Set strategy, along with GRS Property Product Leader (SVP), in order to build a profitable book of business and take advantage of various market cycles.
- Complete underwriting referral applications for risks outside of your authority for higher level approval as necessary.

#### **Qualifications**

- Undergraduate, Insurance or advanced degree preferred.
- At least 10 years property/builders risk underwriting experience.
- Significant experience with USA Builders Risk market.
- Established relationships with retail producers.
- Strong negotiation skills.
- Proficiency in Microsoft Office Suite (Excel, Word and PowerPoint).
- Excellent communication (both written and verbal) skills.
- Competence with Catastrophe modeling technology, specifically RMS or AIR.
- Ability to plan strategically and prioritize workload to meet production and management objectives.

Endurance offers a competitive compensation and benefits package commensurate with experience. For immediate consideration; please e-mail your resume as a Word document along with salary history/requirements to: [mconnors@enduranceservices.com](mailto:mconnors@enduranceservices.com)

Visit our website at <http://www.endurance.bm/>

**Endurance is an equal opportunity employer committed to a diverse workforce. M/F/D/V**