

Navigators Management Company Inc.

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Position Title: National Commercial Automobile Product Manager

Opportunity Location: Chicago, Illinois

Preferred Skills:

- 10+ years in the Standard Commercial Insurance Industry, including 5+ years management experience
- Ability to select, price and underwrite automobile business produced by wholesale and retail agents.
- Ability to build an automobile underwriting facility to support core Navigators' lines of business.
- Experience writing and enforcing underwriting guidelines; experience developing coverage forms and use direction; experience developing and setting pricing guidelines.
- Understanding of state insurance regulations, legal trends, loss projections and compliance with ISO rules, use of ISO forms.
- Strong relationship building and negotiation skills required.
- Ability to communicate effectively internally and externally as demonstrated by excellent interpersonal skills
- Entrepreneurial and able to work in a fast paced environment.
- Self-sufficient person with strong work ethic able select, evaluate and price accounts, place reinsurance, provide full file documentation, and complete policy issuance with limited support while building a full service unit.
- BS/BA degree
- Insurance designations – CPCU, CIC, ARM
- Travel as needed countrywide
- Chicago resident or willing to move to Chicago, IL

Related Non-Flexible or Other Job Requirements:

- BS/BA degree (Prerequisite)
- Insurance designations – CPCU, CIC, ARM (Preferred)
- Travel as needed countrywide (Required)

Job Description:

- Build a profitable, effective supported auto facility to include:
 - o Setting underwriting direction,
 - o Writing underwriting guidelines,
 - o Determination of risk appetite,
 - o Determination of pricing appropriateness for individual risks as well as countrywide direction,
 - o Development and management of coverage forms,
 - o Execution of required filings in compliance with state insurance regulations,
 - o Management of reinsurance placements,
 - o Ensure compliance with and use of ISO rules / coverages
 - o Maintain complete knowledge of legal trends, loss projections and rulings as respects Commercial Automobile.
- Selects, evaluates, prices new and renewal automobile accounts in support of various Navigators Divisions
- Develops and applies Best underwriting practices; developing and complying with company, state, and ISO practices

and policies.

- Sets National Underwriting direction based on loss projections and legal trends in the automobile line of coverage.
- Provides excellent customer service in relation to all automobile business submitted and written by Navigators.
- Responsible for development and maintenance of agency/broker relationships, long term profitable underwriting results, and attainment of financial objectives for agents/brokers and division.
- Effectively and actively interfaces with other business units within the company to maximize overall results and profitability.
- Negotiates and places facultative reinsurance as appropriate.
- Develops new coverage forms, appetite, pricing direction and overall underwriting guidelines for automobile programs to support Navigators specialty products working closely with the CUO of the Division/Navigators as well as Division underwriters.

*If you are interested in applying for this position, e-mail careers@navg.com with resume attached for consideration