

Berkley Re Direct is a Direct Casualty Reinsurer serving clients through a nationwide network of regional offices. Its facultative reinsurance products include automatic, semi-automatic and individual risk assumed reinsurance. Berkley Re Direct also provides its customers value-added services across its lines, including underwriting, claims and actuarial consultation.

We are currently looking for results orientated candidates to join our Casualty Facultative Underwriting Team in the Midwest.

Job Responsibilities include:

- Maintain strong relationships with our client companies focusing on key reinsurance decision makers and senior level executives.
- Profitability expanding Berkley Re Direct's presence with targeted prospects.
- Develop and implement a marketing/underwriting individual risk plan for the territory.
- Lead role in the identification and development of viable new products and sources of business.
- Provide superior level of customer service capable of creating a competitive advantage.

Qualifications include:

- Marketing - Highly developed marketing skills with demonstrated ability to produce profitable business. Well established relationships with key decision makers at targeted client and prospective companies.
- Entrepreneurial Spirit – The candidate has the ability to drive profitable business to Berkley Re Direct.
- Technically Proficient – The candidate has the ability to select and adequately price casualty business.
- Pricing - Proficient in all pricing approaches.
- High level of competence in the selection and pricing of Automobile Liability, General Liability, E&O and Excess.
- Experience - Primary Company and Reinsurance underwriting experience.
- Product Knowledge - "Expert" level knowledge of products, coverage and forms.
- Personality, highly developed skills and experience to market effectively to all levels of client companies from desk underwriters to the most senior positions and members of the board of directors.
- Leadership ability required to work effectively with internal and external teams, clients etc.
- Communication - Highly developed written and verbal communication skills.
- IT - Proficient in areas required to work with systems, spread sheets, data bases, search engines etc.
- Proficient in the Microsoft Suite and tech savvy.
- 5 to 8 years of Insurance/Reinsurance Casualty Underwriting experience
- College Degree

All interested candidates should forward their resumes to kspurgeon@wrbc-bfrs.com