

ERIC MARSH

Castle Rock, CO
Ericmarsh71@gmail.com

303-808-6916
linkedin.com/in/eric-marsh

Director, Risk Management

Enterprise, strategic risk management, and change agent professional with expert knowledge of (but not limited to) property, casualty, marine cargo, workers compensation, cyber, stop loss, and management liability insurance structures. Highly skilled in alternative risk financing, risk identification, complex risks, contracts, and litigation management. Expert in strategy development for large and small organizations in diverse industries.

- Insurance Program Restructuring
- Claims Management
- Data Analysis
- Policy Language Negotiations
- Insurance Company/Broker Alliances
- Revenue/Cost Management
- Project Management
- Leadership/Training/Coaching

PROFESSIONAL EXPERIENCE

United States Olympic & Paralympic Committee, Colorado Springs, CO 10/2014 – 5/2020 **Director, Risk Management & Purchasing**

Drive strategic objectives and operations of risk management and purchasing departments Structure, purchase, and oversee global insurance programs and manage casualty and property claims.

- Restructured insurance programs through in-depth broker and insurance company selection process delivering 17% cost savings.
- Executed corporate wide enterprise risk management (ERM) framework identifying risks within each business unit, prioritizing, and developing strategy to address risks
- Developed and analyzed data to structure most cost effective self-insured and stop loss program.
- Developed alternative risk transfer structure for contingency coverage for multiple Olympic events providing for most advantageous use of capital.
- Played key role in managing highly public litigation involving 150+ plaintiffs, 100+ insurance policies, and \$400M+ in potential settlement costs.
- Formulated and executed plan to consolidate insurance buying, expediting, and simplifying buying process for 52 national governing bodies within US Olympic family.
- Engaged brokers and insurance companies internationally (Canada, Norway, Brazil, Korea, Japan, England, Peru, Singapore, Switzerland) for temporary and ongoing operations
- Hired, trained, and supervised staff conducted annual performance reviews, and managed departmental budgets.
- Managed team of 25 during high-tempo Olympic Games.

Air Methods, Centennial, CO **Risk Manager**

1/2012 – 10/2014

Structure, acquire and maintain company's insurance programs. Cultivate and manage relationships with third-party administrators, insurance brokers and insurance companies.

- Restructured \$20m insurance program, delivering \$850k in cost savings.
- Played key role in leveraging data analytics and creating alternative risk structure that generated an additional 12% (\$2m) in savings.
- Absolute authority to settle claims within loss sensitive workers compensation program.
- Determined most comprehensive and most cost-effective method to insure 30+entities through executing captive feasibility study.
- Engaged with brokers and insurance companies internationally (England and Germany) for on-going operations.
- Experience with highly regulated industries to include Medicare, Medicaid, Federal Aviation Administration, and emergency health.
- Developed and executed enterprise risk management (ERM) program.

Willis Towers Watson, Denver, CO**2/2003 – 12/2011****Insurance Broker**

Generate revenue by acquiring, growing and retaining accounts. Manage ~100 client accounts with book of business focused on property and casualty insurance for homeowners' associations.

- Consulted with clients to understand their operations and risk appetite, recommending appropriate risk transfer mechanisms, exceeding 15% growth quotas consistently.
- Managed clients' risk exposure while maintaining long-term stability, growth, and profitability; provided ongoing education and acted as trusted advisor to maximize customer satisfaction and retention.

ADDITIONAL RELEVANT EXPERIENCE**Kumon N. A.****Area Development Coordinator****United States Navy****Petty Officer****EDUCATION****Team USA Leadership Certificate, 2019**

Northwestern University, Kellogg School of Business

Master of Business Administration (MBA), 2017

University of Colorado, Denver, CO

Master of Science (MS), Aeronautical Science

Embry-Riddle Aeronautical University, Daytona Beach, FL

Bachelor of Science (BS), Psychology

Towson University, Towson, MD

TECHNICAL SKILLS

MS Office Suite, Intaact, Concur, UltiPro, Epicor, Tableau, Python, MicroStrategy, SQL

PROFESSIONAL AFFILIATION

President, 2017-2019; Board Member, 2009-2020 - Risk and Insurance Management Society, Rocky Mountain Chapter