

GREGORY VAHLE

30 Year Tenured P&C Insurance Professional

Oakland Park, FL 33334

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1-954-830-1079

A top-performing and results-oriented Property Casualty Insurance Professional with multi-faceted expertise in underwriting, claims, account management, sales, business development, risk analysis, product management, and strategic planning. In addition, I maintain expertise in the areas of negotiating company objectives effectively and fostering strong relationships with clientele. A solid commitment to excellence is exhibited in my professionalism which facilitates and contributes to the continued success and growth of an organization. I possess superior communication skills, both written and oral, I maintain excellent time management skills and exhibit strong analytical skills. These traits have resulted in a long-term, (30 plus years) successful career in the insurance industry.

Authorized to work in the US for any employer

WORK EXPERIENCE

Market Facing Underwriter III

ZURICH NORTH AMERICA - Atlanta, GA

2014 to 2020

Analyzed and underwrote new and renewal business under limited direction thru use of a letter of authority. Worked exclusively on highly complex, loss sensitive programs for the PEO and Staffing industries gaining the respect and confidence of both the PEO customers and their respective brokers.

- Proactively sought renewal and new account opportunities
 - Completed detailed opportunity assessments with key agents
 - Vetted the candidates insuring they met Zurich's appetite balanced with sound underwriting judgment
 - Negotiated terms and conditions necessary to close deals
 - Met in person with prospects, clients, and agents
 - Identified key contacts For an assigned book, provided expert solutions for customers
 - Participated in strategic planning and sales meetings
 - Analyzed exposures and risk and provided detailed documentation
 - Calculated target pricing through use of Zurich pricing and analysis tools
 - Analyzed risk exposure via class codes, loss experience, and commitment to safety
 - Identified and pursued "best in class" operations
 - Provided expertise on coverage issues pertaining to claim programs
 - Established underwriting guidelines for emerging issues
 - Participated in Special Projects
 - Prepared and led annual Stewardship meetings for each of my assigned clients
 - Proficient with Excel allowing use of analytics to define and adjust the individual makeup of a PEO book.
 - Worked remotely from home office in Ft. Lauderdale from 2017 thru 2020
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Vice President / Producer

INSURANCE GROUP SERVICES / RESEARCH UNDERWRITERS - Boca Raton, FL

2011 to 2013

Responsible for placement of P&C risks with an emphasis on workers' compensation. Generated new business production through the sale of commercial property and casualty insurance products. Responsible for demonstrating a clear understanding of property and casualty insurance coverage and program designs needed for fulfillment of client needs.

- Work closely with companies, wholesalers, and underwriters. Developed marketing materials via direct mailings and web-based advertising for prospecting.
 - Developed markets for placement of risks through research and development.
 - Maintained working relationships with underwriters and carrier marketing representatives.
 - Managed and mentored 3 producers and 2 customer service representatives.
 - Established working budgets for the FL office.
 - New Product Development: Created a new division within the agency specializing in construction-related products--workers compensation, commercial auto, and general liability
 - Implemented internal policies and procedures to handle the influx of submission activity.
 - Identified, researched, and cultivated Carrier partners to write the products being offered.
 - Implemented numerous marketing campaigns geared at the target prospects--web-based, social media, networking, print, and electronic.
 - Recruited, hired, and trained internal staff positions--producers, account managers, and interns.
 - Tracked, monitored, and evaluated production results.
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Underwriting Manager, Alternative Markets

GUARANTEE INSURANCE COMPANY - Fort Lauderdale, FL

2009 to 2010

Directed underwriting and servicing of new business products being introduced to the market: large deductibles, captives, and retros. Developed new and renewal business objectives managed existing accounts and developed staff capable of achieving said objectives. Held full responsibility for compliance and internal administrative issues associated with the department.

- Instilled corporate philosophy and mission to staff.
- Provided leadership and technical advice to underwriters
- Represented company at industrial meetings, conventions, and seminars.
- Contributed to presentations to clients at service meetings.
- Developed underwriting unit's financial plans, expense budget, annual objectives, and operational strategy.
- Managed activity of underwriting unit in accordance with overall operational plan; evaluating, and monitoring results.
- Approved account proposals, which exceeded the underwriting authority of subordinates' letter of underwriting authority.
- Created, implemented, and monitored plans designed to achieve branch and region profitability.
- Managed, and serviced existing accounts in support of the company's commitment to superior service.
- Held responsibility for compliance and adherence to corporate and divisional goals.
- Managed professional underwriting and production staff. Controlled salary administration program and provided training in accordance with company policy. Developed professional staff, including training and employee relations within the underwriting department. Completed performance appraisals on direct reports and oversaw completion throughout unit.
- Structured underwriting units and directed team leaders as well as clerical staff.
- Held underwriting letter of authority for active book of business.
- Managed travel and salary administrative budget.
- Oversaw profit and loss management, and established budgets and goals.
- Established procedures and protocol for processing the new product lines being introduced.
- Developed strong relationships with local and regional agencies in Southeast and Southwest FL. Introduced the agencies

to the Company brand and risk appetite. Set production goals for these agencies and communicated strategy for achievement of goals.

Senior Regional Underwriting Manager

MIDWEST EMPLOYERS CASUALTY (A Berkley Company) - Chesterfield, MO
1993 to 2009

Underwriting Manager

Underwriting Dept (1999 thru 2009)

Held responsibility for the management of assigned underwriting regions to meet or exceed production goals all while operating within the context of company brand and a defined letter of authority. Utilized loss sensitive products, including self-insured retention and large-deductible programs. Supported homogenous-qualified self-insurance mechanisms for self-insured groups and associations, as well as large self-insured individual clients. Oversaw accounts in auto dealerships, construction, healthcare, retail, education, and municipal industries.

- Managed \$14,650,000 book, servicing Southeast, Southwest, and West Coast.
- Wrote \$1,300,000 in new business in 2008
- Established successful long-term relationships with national brokers, including Marsh, Arthur J. Gallagher, Willis Group, and AON, as well as smaller retail and wholesale operations.
- Evaluated program business to determine efficiencies and areas of opportunity.
- Worked closely with clients to implement services to include claim-consulting, loss-control, online education and training, and data mining.
- Benchmarked program against industry standards, helping achieve best practices program.
- Worked with large individual self-insured accounts from 1999 through 2004. Worked with groups and associations from 2004 through 2009.

Regional Claims Analyst

Claims Dept. (1993 thru 1999)

- Oversaw excess workers' compensation claims from the date reported to excess carrier to a conclusion.
- Monitored medical progress, evaluated settlement opportunities,
- Established, monitored and adjusted reserves.
- Contributed to medical staffing.
- Evaluated insured programs.
- Developed relationship management skills with platinum business associates and claim administrators.
- Performed regional claim audits to achieve quality claim outcomes and support outstanding customer service.
- Processed claim payment reimbursements

Illinois, Workers' Compensation Adjuster

LIBERTY MUTUAL INSURANCE - St. Louis, MO
1988 to 1993

Facilitated workers' compensation claims. Reviewed claims filed, adjusted reserves, and conducted claims audits of open cases. Negotiated settlements within authority.

EDUCATION

Bachelor of Science in Management

WESTERN ILLINOIS UNIVERSITY - Macomb, IL

August 1982 to May 1986

SKILLS

- Risk Analysis
- Underwriting
- Strategic Planning
- Relationship Management
- Management
- Financial Services
- Product Management
- Word
- Excel
- PowerPoint
- Credit Analysis
- Microsoft Office (10+ years)
- Data Mining

CERTIFICATIONS AND LICENSES

FL 220 General Lines Property Casualty License

April 2011 to November 2014

Issued by FL Department of Financial Services

Certificate number: W039731

GA Resident Agent

November 2014 to December 2016

Issued by GA Dept of Insurance

Certificate number: 2993758

Substitute Teacher Certification

July 2010 to July 2015

Issued by Broward County School Board

Certificate number: 06-6077

Certified K thru 12

ADDITIONAL INFORMATION

References, personal and professional, available upon request.