



Underwriting & Insurance Programs Manager

JOB OVERVIEW

The Underwriting and Insurance Programs Manager position is a client facing position that proactively supports customers, oversees high-level underwriting processes, and works with the members of the Risk Management & Insurance Services (RMIS) department and with others at FCCS. The Manager has a diverse skillset as they will work with all P&C lines of coverage and Medical Stop Loss coverage. This is a unique opportunity to manage an insurance company that provides over 30 lines of coverage, is rated A by A.M. Best, and has been financially strong since its founding in 1988. The person selected for this position will learn every aspect of how to manage an insurance company (i.e., work with regulators, audit firms, board of directors, investment firms, actuary partners, claims team, insurance accounting processes, etc.).

Specifically, the Manager works for the Farm Credit Captive Insurance Company. The Farm Credit System is the 8th largest bank in the United States, has over 1200 locations in every state of the US and Puerto Rico, and over 17,000 employees. The insurance company only serves Farm Credit, which makes this a unique opportunity to work with a Government Sponsored Enterprise with deep roots in the US economy.

This position provides subject matter expertise to the members of the Risk Management & Insurance Services department, its customers, insurance brokers, commercial insurers and other strategic partners. This includes leading members of the department with the collection and aggregation of exposure information to market insurance and reinsurance coverages in the global commercial insurance marketplace, ensuring that policies are issued as bound and overseeing the placement of other ancillary lines of insurance and bonds.

This position is also responsible for articulating and presenting coverage concepts to a vast and diverse customer base. These activities include the ability to prepare and present PowerPoint presentations on commercial insurance coverage and risk management concepts at customer meetings and conferences.

FCCS provides a tremendous culture to its employees with a focus on work/life values. In addition to competitive pay and benefits, we operate on a hybrid schedule, currently allowing all Denver based employees to work remotely 3 days/week. The benefits and bonus structure are unique and a competitive advantage for FCCS.

Salary range for this position is \$83,000-\$137,100 annually.

JOB RESPONSIBILITIES

- Manages underwriting processes, broker relationships, and leadership for the RMIS team.
- Oversees the preparation and organization of the annual program renewal forms, communication of renewals with Farm Credit and renewal submissions to underwriters.
- Facilitates and finalizes the compilation of submission information and verifies accuracy of information in RMIS System. Analyzes exposure changes in underwriting data and determines possible coverage and operational risk implications and process improvements.

- Oversees accuracy of policies and endorsements issuance, open item reports with brokers and that insurance coverage has been placed per the underwriting submissions, coverages bound, including all manuscript policy wordings are correctly issued.
- Oversees Marshall & Swift database, or similar, for all Owned Property valuation updates.
- Oversees the Farm Credit System's annual coverage and exposure audits, including gathering information from the System and communicating with carrier auditors.
- Oversees the collection, consolidation, analysis, and reporting of quarterly updates from the System.
- Leadership and presentation roles at on and off-site client presentations, underwriting, broker and industry meetings and/or conferences.
- Assists with Risk Assessments & Business Continuity Testing by researching, analyzing, and evaluating clients' Business Continuity Plan information.
- Analyzes and applies principles of risk management and financial analysis to all programs to ensure proper risk transfer and insurance coverage is in place.
- Communicates verbally and in writing with customers, claimants, brokers, insurers, vendors and others about Risk Management programs, changes, and opportunities.
- Clearly and concisely articulates, presents, and explains technical insurance coverage concepts and policy provisions to customers, brokers, underwriters, Boards of Directors.
- Performs other similar duties as assigned or deemed necessary.

JOB REQUIREMENTS

- Bachelor's Degree required; Master's degree preferred.
- Minimum of 7-10 years of Risk Management, Insurance Brokerage or similar technical insurance experience required. Experience must include the ability to independently and clearly negotiate all lines of commercial insurance coverages with Brokers and retail insurance and reinsurance markets.
- Property & Casualty Producer, including Surplus Lines license required, other insurance related designations preferred (i.e. CPCU, CIC, ARM)
- Experience with Cyber, Professional lines (i.e. D&O, Fiduciary, Bond, Mgt Liability), and Agriculture insurance preferred.
- Able to clearly and concisely communicate (verbally and in writing) with customers, brokers, insurers, vendors and others about Risk Management programs.
- Two to three (2-3) years' experience managing a small group of property and casualty administrative positions effectively preferred.
- Strong knowledge of Microsoft Office including Excel, Word, PowerPoint, Outlook required.
- Independently develop presentation materials and engage in public speaking to train and educate customers and strategic partners in various risk management programs at the annual Risk Management Conference, Workshop and for semi-annual and annual underwriting meetings.
- Proven attention to detail to maintain a high level of productivity and accuracy. Meets deadlines under pressure and can quickly adjust to changing work priorities.
- Applies critical thinking and past experiences in developing value added risk management and insurance coverage solutions. This includes being able to analyze exposure changes in underwriting data and determine from those changes, coverage, and operational risk implications.
- Demonstrates unwavering commitment to high performance in the process of program management and sets a personal standard of high quality and integrity for self and others.

- Must be proactive and resourceful—a creative problem-solver with strong organizational, time management and planning skills and be able to successfully manage multiple projects in a fast-paced environment.
- Travel required at 10-25%

An Overview of FCCS. Our Expertise. Our Services.

FCCS was created in 1975 to help clients enhance their organizations and optimize their operations. In the 45 years since, we have:

- **Expanded** our business and consulting services to address the increasingly dynamic challenges of the marketplace.
- **Introduced** leadership development, governance, and talent management programs that have earned strong praise from boards, executives, and human resource officers, alike.
- **Addressed** the financial and operational concerns our clients face at the most pragmatic levels with legal consulting services, strategic risk management, and collective buying power.
- **Diversified** our clients and programs, bringing growth, new energy, and insight to our organization.

Headquartered in the Denver Tech Center, with approximately 50 employees, FCCS is proud to serve a variety of clients across the U.S.

We provide:

- Governance and Leadership Development
- Conferences, Programs, and Events for Professional Development
- Executive Coaching
- Thought Leadership and Professional Speakers
- Strategic Talent Management
- Merger, Acquisition and Corporate Finance Advisory
- Risk Management and Insurance Management
- Passkey Affinity Program

The unique blend of our expertise, services, programs, and conferences enables us to create enriching business solutions and help organizations to be more.

JOIN OUR GROWING TEAM!

Compensation:

- ✓ *Competitive Salaries*
- ✓ *Annual Performance Bonuses*

Benefits:

- ✓ **90% employer paid** health insurance options
- ✓ 9-12 paid holidays annually
- ✓ Generous paid vacation and sick time
- ✓ Generous 401k matching and other benefits
- ✓ Casual Dress Code
- ✓ Collaborative and welcoming work environment

Interested candidates should email a cover letter, resume and salary requirements to
human_resources@fccsconsulting.com

FCCS is an equal opportunity employer (EOE).

FCCS may require job candidates to successfully complete a background check as a condition of employment.