



Vice President, Professional Liability

Markel Bermuda Limited, a subsidiary of Markel Corporation, has an opening for a VP Underwriter. This position is responsible for underwriting the Company's Professional Liability insurance with particular emphasis on underwriting and building the firm's Employment Practices Liability business. This position reports to the Bermuda head of Employment Practices Liability.

Essential Duties and Responsibilities:

- Analysis and quantification of Employment Practices Liability and related Professional Liability risk exposures for a client base of Fortune 1000 corporations;
- Analysis of coverage and contract language based on industry accepted policy forms;
- Manage book rates, aggregate exposure, and other aspects of book performance;
- Establish and maintain underwriting guidelines and procedures in collaboration with CUO;
- Negotiate with brokers on premiums, terms and conditions;
- Take lead role in client/underwriter meetings in order to qualify inherent risks and exposures to the Company's policies.
- Cross-sell opportunities to existing customers through the promotion of the Company's products and services;
- Assist in the development and implementation of new products;
- Ability to work extended hours and travel at short notice.

Qualifications, Education and/or Experience:

- 10 – 15 years Professional Liability experience with a focus on Employment Practices Liability underwriting of Fortune 1000 corporations;
- Bachelor's Degree in business or related field from an accredited University/College;
- Extensive experience with industry accepted policy forms and strong working knowledge of applicable endorsement wordings;
- Experience with Office, and other standard computer tools;
- Proven experience required in a sales production role;
- Strong interpersonal skills, the ability to communicate effectively, and excellent negotiation skills;
- Strong analytical skills and excellent problem solving/decision making abilities;
- Proven management experience and/or have successfully completed a recognized management training
- Cross-sell opportunities to existing customers through the promotion of the Company's products and services.

Interested candidates can submit their resume by logging onto the job search portal page of Markel Corporation's website below, no later than February 16, 2018.

<https://markelcorp.wd5.myworkdayjobs.com/GlobalCareers>