

James Jones

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Full Time Employment

- XL** **New York, NY**
D&O Underwriter - *US & Canada Team* *July 2008 - Present*
- Underwrite a \$3m annual renewal book of US public companies, specializing in pharmaceutical and retail companies with market capitalizations of up to \$250 million.
 - Generated \$1.2 million of new business since July 2008 through broker engagement and relationship development.
 - Manage a personal underwriting authority for D&O primary layers of \$5m and \$10m on layers excess of \$20m.
 - Accountable for a personal annual loss ratio of 41% on all new and renewal business since July 2008.
 - Lead weekly broker strategy meetings with a team of 8 underwriters, where all business opportunities and threats are discussed. A plan is then put in place to either attack potential new business or effectively defend existing business.

- Assistant D&O Underwriter - US & Canada Team* *January 2007 - July 2008*
- Underwrote a \$750,000 annual renewal book of private companies through a diverse range of industries. These companies included digital technology companies and internet businesses, up to a market capitalization of \$200 million.
 - Gained an underwriting authority of \$3 million for D&O primary layers for all private companies.
 - Developed financial models for the pharmaceutical and retail industries, analyzing both macro and micro economic factors. The models were developed further by the actuaries and used to build new pricing models for these industries.
 - Determined technical and market pricing for public and private companies, working closely with underwriters and senior underwriters. Analyzed both the financial strength of the individual companies whilst considering the macro economic data that affected their market to determine correct pricing.

- Willis** **New York, NY**
Crime & Fidelity Assistant Broker - East Coast Team *January 2006 - December 2006*
- Created a focused Crime product for US public companies with 5,000 employees and over, collaborating with wording experts, external legal professionals, underwriters and loss adjusters. I determined the clients' needs and assessed the pricing implications for underwriters.
 - Prepared Crime and Fidelity renewals for businesses with between 500 and 1,000 employees. Liaised with clients and presented the renewal cases to brokers and senior brokers.
 - Aided the placement of Crime and Fidelity renewals across 15 different underwriting markets.
 - Developed relationships with market underwriters, resulting in the negotiation and renewal of a client's policy with a significant employee fraud claim.

Selected Part-Time Employment

- Deloitte** **Chicago, IL**
Analyst - Insurance, Funds and Services Corporate Tax *May 2004 - August 2004*
- Completed the Deloitte summer analyst training program, which including courses in bookkeeping, business skills, corporate tax and information technology.
 - Prepared corporate tax computations and returns for major US companies.
 - Carried out tax audit work and the resolution of tax compliance issues, together with a larger client focused team.

Education

- Harvard University** **Cambridge, MA**
Bachelors in Economics *October 2001 - June 2005*
- GPA 3.81 / 4.00; SAT: 2260 (800 CR, 760 M, 700 W)

Achievements & Interests

Golf: 1st team at high school and competed at an intra-university level at Harvard University. I still play socially with a handicap of 3.

Charity: I organised and took part in a 24 hour golf marathon, raising \$5,000 for Veterans of Foreign Wars.

Other: In my free time I enjoy travel, skiing, cycling and the theatre.