

## James Jones

151 West 34<sup>th</sup> Street, New York, NY 10001  
212-212-2112 | james.jones@email.com

### Employment

---

**XL, New York**  
*Jul-08 – Feb-11,*

**D&O Underwriter**  
*US & Canada Team*

I am responsible for a \$3m renewal book, which consists largely of US public companies. I have an underwriting authority for D&O primary layers of \$5m and \$10m for excess layers over \$20m. I was responsible for \$700,000 of new business during 2010. I specialize in pharmaceutical companies and retail companies, taking all new business enquires in these areas. Lead weekly team communication meetings where I deliver the broker strategy for the week and we plan how to effectively deal with all new business opportunities.

**XL, New York**  
*Jan-07 – Jul-08*

**Assistant D&O Underwriter**  
*US & Canada Team*

Analyzed and assessed financial and company data and determined pricing for underwriters and senior underwriters. Carried out market studies on both the pharmaceutical and retail industry, looking at market trends and utilising economic indicators. I was responsible for a \$750,000 renewal book, made up largely of private companies. I had an underwriting authority for D&O primary layers of \$3m.

**Willis, New York**  
*Jan-06 – Dec-06*

**Crime & Fidelity Assistant Broker**  
*East Coast Team*

Developed an updated crime policy for US public companies, looking at the wording and the pricing implications for underwriters. Assisted with large crime & fidelity renewals, preparing documentation for the client and for senior brokers. Assisted with the placing of crime & fidelity renewals across 15 different markets. Built relationships with market underwriters.

**Deloitte, Chicago**  
*May-04 – Aug-04*

**Summer Analyst**  
*Insurance, Funds and Services Corporate Tax*

Undertook full summer analyst training including courses in bookkeeping, business skills, corporate tax and information technology. Prepared corporate tax computations and returns for major US companies. Assisted in tax audit work and the resolution of tax compliance issues.

### Education

---

Oct-01 – Jun-05

**Harvard University, Cambridge, MA**  
BA in Economics,  
GPA 3.81 / 4.00; SAT: 2260 (800 CR, 760 M, 700 W)

### Other Interests

---

Golf Represented my high school at first team level and played on the Harvard University team.

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