

Gregory Whitfield

EXECUTIVE UNDERWRITER

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Summary

Executive underwriter with 10 years of experience developing and underwriting profitable business in excess casualty for large commercial accounts and national programs. Holds \$5 million line authority, resolves complex technical underwriting issues for the region, and brings strong presentation skills and negotiation skills to broker and client meetings.

Skills

- Excess Casualty • Lead Umbrella • Large Commercial Accounts • Risk Selection • Excess Pricing Models
- Contract Review • Broker Relationships • Negotiation Skills • Presentation Skills

Experience

Executive Underwriter

01/2022 - Present

Hudson Atlantic Insurance Company

New York, NY

National accounts excess casualty unit with a \$45M written premium portfolio.

- Manage a **\$45M** excess casualty portfolio with \$5M line authority and a 3-year loss ratio of 51%.
- Evaluate and judge underwriting risks for Fortune 1000 insureds, with contract review of every indemnity clause.
- Develop 8 new broker relationships, adding \$9M in new premium over 2 years.
- Resolve complex technical underwriting issues for 6 regional underwriters each week.
- Lead 25 client presentations a year with brokers and risk managers on program structure.

Senior Underwriter

06/2018 - 12/2021

Empire Shield Casualty

Jersey City, NJ

Large commercial lead umbrella and excess unit.

- Wrote a \$20M lead umbrella book for construction and transportation risks.
- Negotiated attachment points and exclusions on 70 renewals a year, keeping retention at 85%.
- Trained 4 junior underwriters on excess pricing models and file documentation.

Underwriter

06/2016 - 05/2018

Empire Shield Casualty

Jersey City, NJ

Middle-market casualty team.

- Calculated pricing on 20 general liability and auto submissions a month for regional brokers.
- Improved risk selection by declining 3 contractor classes with loss ratios above 80%.
- Documented referral files that passed 2 underwriting audits.

Education

Bachelor of Science

05/2016

Fordham University

New York, NY

Finance

Certificates

Chartered Property Casualty Underwriter (CPCU)

2019

The Institutes

Registered Professional Liability Underwriter (RPLU)

2021

Professional Liability Underwriting Society