Megan Sullivan

Insurance Manager

Phoenix, AZ · (480) 555-0174 · megan.sullivan@email.com · linkedin.com/in/megansullivan

SUMMARY

Insurance manager with 8 years in commercial insurance and corporate risk management, running a $14M property, casualty and builder's risk program for a homebuilder with 3,000 closings a year. Leads renewal negotiation with brokers and carriers, oversees 400 open claims, and models retention options in Excel for the CFO.

EXPERIENCE

Insurance Manager

04/2021 - Present

Saguaro Homes

Phoenix, AZ

Homebuilder closing 3,000 homes a year in Arizona, Nevada and Texas.

- Manage a **$14M** insurance program covering property, general liability, auto, builder's risk and wrap-up policies.
- Negotiate annual renewals with 2 brokers and 11 carriers, holding 2025 premium flat against a 9% market increase.
- Oversee 400 open construction defect and liability claims with third-party administrators and defense counsel.
- Analyze deductible and retention options in Excel, moving to a $500K retention that saves $1.1M a year.

Commercial Account Manager

06/2017 - 03/2021

Camelback Insurance Brokers

Scottsdale, AZ

Independent commercial insurance broker with 40 employees.

- Handled renewals for 70 construction and real estate clients carrying $22M in annual premium.
- Built marketing submissions and coverage comparisons for 120 renewals a year across 15 carriers.
- Reviewed client contracts for insurance requirements and issued 3,500 certificates of insurance a year.
- Resolved coverage disputes on 25 claims a year through problem-solving with adjusters and clients.

SKILLS

Risk Management

Commercial Insurance

Insurance Renewals

Claims Management

Negotiation • Excel

Contract Review

Builder's Risk

Problem-Solving Skills

Attention to Detail

EDUCATION

Bachelor of Science in Business Administration

05/2017

University of Arizona

Tucson, AZ

Finance

CERTIFICATES

Chartered Property Casualty Underwriter (CPCU)

The Institutes

11/2020

Property and Casualty Producer License

Arizona Department of Insurance and Financial Institutions

07/2017