

Rachel Feldman

Senior Underwriter

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Summary

Senior underwriter with 10 years of commercial underwriting experience in middle-market casualty and package lines. Manages a \$28 million book with \$1 million authority, negotiates terms with national and regional brokers, and mentors junior staff through referrals, pricing reviews and verbal and written communication with agents.

Experience

Senior Underwriter

03/2021 - Present

Liberty Bell Casualty Company

Philadelphia, PA

Middle-market casualty unit for manufacturing, construction and distribution risks.

- Manage a **\$28M** book of 160 accounts, holding a 54% loss ratio and 88% premium retention.
- Negotiate renewal pricing and attachment points with 20 brokers, winning 6% average rate increases in 2025.
- Mentor 3 underwriters on casualty pricing, file notes and Excel experience rating models.
- Evaluate complex general liability, auto and excess liability risks up to \$1M premium per account.
- Present quarterly portfolio management results in PowerPoint to regional leadership.

Commercial Underwriter

06/2017 - 02/2021

Keystone Mutual Insurance

Harrisburg, PA

Commercial package team writing accounts across the Mid-Atlantic.

- Handled a \$12M book of package and workers' compensation business for 75 agencies.
- Grew new business written by 22% in 2019 through 40 agency visits.
- Wrote risk summaries in Word for every referral above \$250,000 premium.

Underwriting Trainee

06/2016 - 05/2017

Keystone Mutual Insurance

Harrisburg, PA

Commercial lines training program.

- Processed 300 small commercial renewals under a senior underwriter's review.
- Completed the 12-month training curriculum and 2 field rotations.
- Prepared casualty submission summaries for weekly referral meetings.

Education

Bachelor of Science

05/2016

Temple University

Philadelphia, PA

Risk Management and Insurance

Skills

- Commercial Underwriting
- Casualty
- Experience Rating
- Excess Liability
- Portfolio Management
- Excel
- Word
- PowerPoint
- Negotiation
- Verbal and Written Communication

Certificates

Chartered Property Casualty Underwriter (CPCU)

2020

The Institutes

Associate in Commercial Underwriting (AU)

2018

The Institutes