

Angela Petrov

UNDERWRITING MANAGER

Kansas City, MO (816) 555-0193 angela.petrov@email.com [linkedin.com/in/angelapetrov](https://www.linkedin.com/in/angelapetrov)

SUMMARY

Underwriting manager with 12 years in commercial insurance, the last 4 leading a team of 9 underwriters and assistants on a \$65 million middle-market portfolio. Owns risk assessment standards, portfolio management and the development of people, with strong leadership skills and a 3-year combined ratio of 94%.

SKILLS

Other Skills: Underwriting, Risk Assessment, Portfolio Management, Commercial Package, File Audits, Referral Limits, Excel, Word, Leadership Skills, Negotiation Skills

EXPERIENCE

Underwriting Manager

05/2022 - Present

Heartland Commercial Insurance

Kansas City, MO

Regional middle-market unit covering Missouri, Kansas, Nebraska and Iowa.

- Lead 9 underwriters and assistants on a \$65M portfolio, growing written premium 14% since 2022.
- Establish risk assessment guidelines and referral limits, reviewing 30 large accounts a month above staff authority.
- Conduct portfolio management reviews in Excel, exiting 2 unprofitable classes and lowering the loss ratio 5 points.
- Coach team members through quarterly file audits, promoting 3 associates to underwriter.

Senior Underwriter

03/2018 - 04/2022

Prairie Gateway Insurance

Overland Park, KS

Commercial package and auto team.

- Managed a \$24M book of commercial package and fleet auto accounts.
- Mentored 4 underwriters on pricing, file notes and agency negotiations.
- Designed a Word referral template adopted by 3 regional offices.

Commercial Underwriter

06/2014 - 02/2018

Prairie Gateway Insurance

Overland Park, KS

Small and middle-market commercial lines.

- Evaluated 25 new submissions a month for contractors and wholesale risks.
- Contacted 50 agencies a year to present appetite and grow new business.
- Increased bound premium on contractor accounts by 17% in 2017.

EDUCATION

Bachelor of Business Administration

05/2014

University of Missouri-Kansas City

Kansas City, MO

Finance

CERTIFICATES

Chartered Property Casualty Underwriter (CPCU)

The Institutes

2017

Associate in Commercial Underwriting (AU)

The Institutes

2015