

Manuel Moss

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SUMMARY

Excess casualty underwriting executive with **18 years** of **specialty insurance** experience across **production underwriting, portfolio management, wholesale broker development, and team leadership**. Builds profitable books through disciplined risk selection, technical pricing judgment, underwriting guidelines, market intelligence, and careful portfolio review. Leads new and renewal business decisions across quality, acceptability, pricing, profitability, emerging risks, policies, endorsements, and required approvals. Partners with Actuarial, Claims, Risk Control, Finance, and Compliance in matrix environments, building consensus around strategy, resources, operations, and risk tolerance. Maintains durable wholesale broker relationships through market meetings, responsive service, and clear presentations. Coaches underwriting professionals, allocates work, and improves execution through practical processes. Ready to contribute informed judgment, productive broker partnerships, and accountable leadership within a specialty insurance organization.

EXPERIENCE

Vice President, Excess Casualty Underwriting

January 2022 - Present

HarborPoint Specialty Underwriters

Chicago, IL

Lead production underwriting and portfolio management for excess casualty business, with direct ownership of broker strategy, complex account decisions, team performance, and cross functional execution. Guide **profitable growth** through underwriting discipline, analytical review, market intelligence, and partnership across Actuarial, Claims, Risk Control, Finance, and Compliance.

- Directed new and renewal **excess casualty** reviews using appetite, guidelines, pricing judgment, and **emerging risk** analysis.
- Expanded wholesale broker engagement through focused marketing meetings, account strategy, and responsive executive communication.
- Built portfolio reviews that surfaced growth opportunities, quality concerns, and actions supporting profitable operating performance.
- Secured **underwriting approvals** through clear proposals, policy terms, **endorsements**, and documented decision rationale.
- Coached underwriters through complex risks, resource planning, performance discussions, and practical development conversations.
- Built consensus with Actuarial, Claims, **Risk Control**, Finance, and Compliance on difficult account decisions.

Assistant Vice President, Excess Casualty

April 2018 - December 2021

Great Lakes E&S Insurance Group

Chicago, IL

Managed **production underwriting** responsibilities across **excess casualty** accounts, wholesale broker relationships, portfolio analysis, and daily team operations. Connected technical review with market development, pricing discussions, service quality, and disciplined execution across a matrix specialty insurance environment.

- Evaluated new and renewal submissions for quality, acceptability, pricing, profitability, and alignment with **risk tolerance**.
- Strengthened broker relationships through account discussions, market intelligence, presentations, and consistent follow through.
- Analyzed portfolio data to identify concentration issues, profitable opportunities, and practical operating improvements.
- Prepared **insurance proposals**, policy language, endorsements, and approval materials for complex casualty placements.
- Allocated daily work across underwriting resources, helping team members resolve issues and maintain service commitments.
- Partnered with **Actuarial**, Claims, Risk Control, Finance, and **Compliance** during pricing and account reviews.

Senior Excess Casualty Underwriter

August 2013 - March 2018

Midwest Specialty Risk Partners

Schaumburg, IL

Handled complex excess casualty **production underwriting** across wholesale distribution, combining technical account analysis with broker development and portfolio stewardship. Supported senior leaders through pricing discussions, market feedback, risk selection, and clear recommendations on new and renewal business.

- Selected excess casualty risks through exposure review, **underwriting guidelines, market appetite**, and technical judgment.
- Developed wholesale broker relationships through regular consultations, submission feedback, and targeted market activity.
- Compared portfolio **performance** data with **broker intelligence** to guide account selection and renewal strategy.
- Drafted proposals, policy terms, endorsements, and approval packages for specialty casualty opportunities.
- Resolved underwriting issues with Claims, Actuarial, Risk Control, **Finance**, and Compliance partners.
- Presented account recommendations clearly, helping senior leaders reach timely decisions on complex submissions.

Excess Casualty Underwriter

June 2010 - July 2013

Prairie Shield Insurance Company

Naperville, IL

Produced excess casualty business through disciplined submission review, risk selection, pricing analysis, and broker service. Built foundational expertise in **specialty insurance, E&S operations**, policy construction, renewal strategy, and collaboration with internal technical partners.

- Reviewed **excess casualty** submissions for exposure quality, pricing adequacy, guidelines, and renewal acceptability.
- Prepared policy proposals and **endorsements** that reflected account structure, coverage intent, and approval requirements.
- Built broker trust through prompt explanations, clear terms, and dependable renewal communication.

- Used account and portfolio data to support pricing discussions, risk comparisons, and business planning.
- Raised **emerging risk** questions during reviews, helping partners address uncertainty before binding decisions.
- Coordinated with Claims, Actuarial, **Risk Control**, Finance, and Compliance on account information.

Casualty Underwriter

June 2008 - May 2010

Lakefront Commercial Insurance

Oak Brook, IL

Supported commercial casualty underwriting through submission analysis, broker communication, policy preparation, and account service. Developed practical judgment in risk selection, documentation, pricing support, and cross functional coordination that later supported **excess casualty** specialization.

- Reviewed commercial casualty submissions and organized exposure information for underwriting decisions.
- Supported pricing analysis through account comparisons, documentation checks, and clear risk summaries.
- Prepared policy materials and **endorsements** under established **underwriting guidelines** and approval procedures.
- Built productive broker communication through timely questions, status updates, and practical coverage explanations.
- Escalated unusual exposures and emerging issues for review by senior underwriting partners.
- Maintained accurate account records, supporting renewals, portfolio analysis, and reliable service delivery.

PROJECTS

Wholesale Broker Portfolio Strategy 📅 2024

Improved alignment between broker intelligence, risk appetite, portfolio review, and profitable growth decisions. Focused on useful information, clear conversations, and accountable follow through across specialty underwriting stakeholders.

Excess Casualty Team Development 📅 2022

Created practical coaching rhythms for complex account review, resource allocation, performance feedback, and technical growth. Strengthened team confidence through direct guidance and shared decision standards.

LEADERSHIP & AWARDS

- Executive Mentor, Excess Casualty Underwriter Mentoring Program, 2019 - Present
- Industry Participant, Wholesale Broker Partnership Council, 2020 - Present
- Recognized underwriting leader for broker partnership, technical judgment, and team development across specialty insurance.

EDUCATION

Bachelor of Science in Finance

2008

DePaul University GPA: 3.5

Chicago, IL

Coursework: Corporate Finance, Insurance Operations, Risk Management, Financial Analysis

CERTIFICATIONS

- Chartered Property Casualty Underwriter (CPCU) 📅 2013
- Associate in Commercial Underwriting (AU) 📅 2011

TECHNICAL SKILLS

- **Underwriting Practices:** Production Underwriting, Risk Selection, Renewal Underwriting
- **Casualty Insurance:** Excess Casualty, Commercial Casualty, Specialty Insurance
- **E&S Operations:** E&S Insurance, Wholesale Brokerage, Market Appetite
- **Portfolio Analysis:** Portfolio Management, Data Analysis, Emerging Risk Analysis
- **Policy Administration:** Insurance Proposals, Policies, Endorsements
- **Pricing Analysis:** Technical Pricing, Profitability Analysis, Pricing Discussions
- **Broker Relations:** Broker Development, Broker Marketing Meetings, Broker Intelligence
- **Team Management:** Team Leadership, Coaching, Performance Management
- **Governance Practices:** Underwriting Guidelines, Risk Tolerance, Approval Requirements
- **Business Planning:** Market Strategy, Geographic Strategy, Product Analysis
- **Cross Functional Partners:** Risk Control, Actuarial, Claims
- **Corporate Functions:** Finance, Compliance, Operations

SKILLS

- Excess Casualty
- Wholesale Brokerage
- Broker Development
- Coaching

- Production Underwriting
- E&S Insurance
- Specialty Insurance
- Portfolio Management
- Risk Selection
- Technical Pricing
- Underwriting Guidelines
- Data Analysis
- Team Leadership
- Matrix Leadership
- Project Management

PROFESSIONAL AFFILIATIONS

- Wholesale Broker Partnership Council, Industry Participant, 2020 - Present
- Excess Casualty Underwriter Mentoring Program, Executive Mentor, 2019 - Present

LANGUAGES

- English (Native)
- Spanish (Intermediate)

ADDITIONAL INFORMATION

Work Status : Authorized to work in United States. No sponsorship required.

REFERENCES

AVAILABLE ON REQUEST