Actuarial Recruitment

Actuary has consistently been ranked by *Jobs Rated Almanac* as one of the top jobs in the United States based on salary, stress, work environment, career outlook, security, and physical demand since 1995.

In the following pages, you'll find some of the industry's top actuarial recruiters. Each company's profile has complete contact information and a listing of the recruitment staff (if provided) so you can obtain more detailed information about starting your new job or employee search.

Listings are set up in alphabetical order, starting with full-page advertisers. Below is an index of the featured companies. We hope you find this section to be a valuable resource.

Actuarial Careers, Inc.®

Recruiting Staff:
Aimee Kaye, President
Barbara Roman, Vice President
Patty Kent, Vice President
Danielle Frank
Claudine Cox
Mary-Ellen Brooks
Michele Gordon
Bonnie Trent

Core Services
Actuarial Careers, Inc.® specializes solely in the placement of actuaries on a worldwide basis and provides the most responsive and professional service in the industry. We provide every actuarial candidate we represent with the opportunity to broaden and enhance their personal career, and every client, the best candidate for each position. Our in-depth knowledge of the industry allows us to be in the forefront of actuarial opportunities and trends. Our federally registered service mark is affirmation of our ongoing commitment to provide the finest service in our industry.

Candidate Services
Actuarial Careers, Inc.® offers candidates the opportunity to work with our top-notch professional team, recognized throughout the actuarial community for dedication, service, and results. Our staff maintains a state-of-the-art proprietary database that tracks every major employer of actuaries and provides the most up-to-date information possible regarding the availability and specifications of open positions. We present each candidate on a highly selective basis to the companies of their choice, and only with their permission. We are responsive, provide accurate information, and are creative in locating the best possible positions for each candidate's specific profile and career requirements.

Client Services
Our custom designed, state-of-the-art technology tracks more than 21,000 actuaries throughout the world, highlighting their respective areas of expertise, professional and personal qualifications, and career objectives. Through our daily interaction with the actuarial community, our database is updated on a continuing basis, ensuring our ability to rapidly identify candidates most appropriate to each client's unique requirements. Our staff contacts and screens all potential candidates on an individualized basis to best determine professional qualifications, potential interest, availability, geographical flexibility, and other specifics for each position.

Team Approach
With the conviction that the whole is greater than the sum of its parts, the Actuarial Careers staff, directed by Aimee Kaye, works as a team on all client assignments. A single point of contact ensures efficient communications while our individualized approach to each assignment ensures we will always maintain sensitivity and confidentiality while meeting the objectives of our clients and candidates. Our highly sophisticated approach to creative staffing solutions consistently produces outstanding results. Ask any of the thousands of actuaries and employers who have used our professional services for a reference.

Westchester Financial Center
11 Martine Avenue, 9th Floor
White Plains, NY 10606
Phone: 914-285-5100
Toll Free: 800-766-0070
Fax: 914-285-9375

WEBSITE
www.actuarialcareers.com

CONTACT
Aimee Kaye, President

E-MAIL
AimeeKaye@actuarialcareers.com
jobs@actuarialcareers.com

PLACEMENT RANGE
$50,000 to over $1,000,000

Professional Standards
At Actuarial Careers, Inc.®, we pledge to always:

- Maintain complete confidentiality.
- Provide accurate information and prompt feedback.
- Be accessible by telephone, including evenings and weekends.
- Be proactive on behalf of all our clients and candidates.
- Conduct our business according to the highest ethical standards.

At Actuarial Careers, Inc.®, we pledge to never:

- Send out a resume without permission.
- Pressure a candidate in any way for any reason.
- Direct a candidate to a position because it generates a higher fee.
- Knowingly present unqualified candidates for a position.
- Put our interests above yours.

Our Numbers are MANY

Our Mission is ONE

The first sentence of our mission statement states:

"The mission of D.W. Simpson & Company is to be the premier executive recruiting firm specializing in the placement of actuaries; to be recognized for the service, integrity and forthrightness that the firm brings to each and every business relationship; and to be willing at all times to sacrifice short-term gain for the long-term good and prosperity of our clients, our candidates and, as a result, our organization as well."

Actually, it's the only sentence in our mission statement, albeit a pretty long one.

Whether you are a candidate looking to make a career move or a client seeking to hire, D.W. Simpson & Company will provide you unparalleled coverage of the marketplace while maintaining an upbeat, friendly yet professional relationship.

Let us put our mission statement to work for you.

Please feel free to contact any of the recruiters listed to the right for more information.

Website: www.dwsimpson.com • 800-837-8338 • E-Mail: actuaries@dwsimpson.com

D.W. Simpson & Company, Inc.

1800 West Larchmont Avenue
Chicago, IL 60613
Phone: 800-837-8338
Fax: 312-951-8386

EMAIL
actuaries@dwsimpson.com

WEBSITE
www.dwsimpson.com

Mission Statement

To be the premier executive recruiting firm specializing in the placement of actuaries and related quantitative professionals; to be recognized for the service, integrity and forthrightness that the firm brings to each and every business relationship; and to be willing at all times to sacrifice short-term gain for the long-term good and prosperity of our clients, our candidates and, as a result, our organization.

Company Overview

D.W. Simpson & Company serves the Actuarial profession Worldwide in all disciplines—Life, Health, Pension, and Property & Casualty—and at all levels, from Entry-level through Fellowship. We work with clients on both retained and contingent searches. Established in 1989, D.W. Simpson & Company is the largest firm dedicated to Actuarial Search and has a working relationship with most firms that employ Actuaries. In addition, D.W. Simpson & Company works with Actuaries and other Quantitative professionals in non-traditional areas such as Financial Engineering, Data Mining, Derivatives, Risk Management, Credit Policy, Investments, and Systems.

We have a staff of 40, who comprise 12 recruiting teams, and have successfully completed over 650 searches in the past three years. We provide candidates information on career opportunities, as well as general employment and compensation trends, so that they can maintain up-to-date industry knowledge and weigh specific career options. In turn, D.W. Simpson & Company provides qualified candidates to our client companies. We keep in daily contact with the actuarial community so that our clients have access to the full spectrum of candidates available for their positions rather than having to rely solely on individuals generated through advertising responses, unsolicited resumes or networking.

D.W. Simpson & Company believes that, by being highly specialized, we are able to maintain a thorough and current knowledge of the Actuarial field and related Quantitative professions, and thereby provide the best service to candidates and client companies alike.

Salary Survey

Visit the D.W. Simpson & Company Salary Survey on our website at www.dwsimpson.com. The survey provides comprehensive salary ranges for actuaries at all levels of their careers, i.e., by years of experience and exam achievement. These salary ranges are derived from updated conversations with candidates and the most current offers (accepted or declined) for the various levels of actuaries.

Recruiting Teams

Below lists the D.W. Simpson & Company recruiting teams. A lead recruiter with substantial knowledge and experience in actuarial recruiting heads each team. Our lead recruiters' teammates also have significant experience and are positioned to facilitate the recruiting process with the utmost in efficiency. All recruiters, from senior- to junior-level, work diligently to further both candidates' and clients' goals, and do so in a friendly, forthright and professional manner.

- Dave Simpson/Mary Nootens
- Patty Jacobsen/Kim Skora/Jill Placko
- Bob Morand/Ellen Hoppenjan/Kristyn Sakelaris
- Sally Ezra/Marianne Westphal/Danny Pudi
- KC Cho/Derek Mulder
- David Ueki
- Aaron Benton
- Steve Marshall
- Laura Santoro
- Dan Karrow
- Lindsey Nelson/Barclay Burns/Robert Hicks
- Lesley Traverso/Joanna Robins/Alex Babic

Attract the best people.

Attract the best clients.

When we have the best talent, our clients get the best talent. So we make sure that Ernst & Young is a great place to work. A fact which has not escaped FORTUNE® magazine, which just named us one of the "100 Best Companies To Work For" for 2004. That makes this the sixth year in a row that we have received this recognition. So when you're considering professional services firms, consider that only one of the Big Four has been named to FORTUNE's 2004 list. Because, after all, the best company to work for just may be the best company to work with.

For more information on employment within Ernst & Young's Insurance and Actuarial Advisory Services practice, please contact Andrea Manning at andrea.manning@ey.com.

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TO WORK FOR 2004

ey.com

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Quality In Everything We Do

Ernst & Young LLP

Ernst & Young
5 Times Square
New York, NY 10036-6530
Phone: (212) 773-3000
Phone: (212) 773-2859

WEBSITE
ey.com

Overview

Ernst & Young provides assurance and advisory business services, actuarial services and tax services for domestic and global clients. Our worldwide organization has 106,000 people in 140 countries and we are #1 or #2 in market position in 7 of the top 10 world markets. Ernst & Young was among the first of the professional services firms to develop its own actuarial practice. Our Insurance and Actuarial Advisory Services practice is a major provider of actuarial services, specializing in all segments of the property/casualty and life/health industries. Ernst & Young helps clients to quickly and confidently make financial decisions designed to enhance value.

An Integrated Approach

The business environment is becoming increasingly complex. Business solutions in the insurance industry rely, now more than ever, on a multidisciplinary approach to tackling emerging performance, competitive, and operational issues. Ernst & Young integrates actuarial capabilities with insurance expertise in the areas of underwriting, claims and risk and capital management. Our approach allows us to bring significant value to our clients in areas such as financial reporting and modeling, risk and value optimization, advanced product pricing, litigation support, mergers and acquisitions assistance, and customer analytics.

Insurance and Actuarial Advisory Services

As organizations begin to realize the importance of optimizing risk and its affect on shareholder value, they are looking for a firm that employs people who possess strong actuarial and advisory skills. Our actuaries bring value to clients through their knowledge of the issues that face the insurance industry. Our ideas are our lifeblood and we pride ourselves on our ability to take these ideas from concept to implementation. Our North American Insurance and Actuarial Advisory Services practice is comprised of credentialed actuaries and insurance professionals located throughout the United States and Canada. We deliver creative business solutions to clients and help them achieve positive, significant results.

Global Reach and Opportunities

Ernst and Young's global network of actuarial professionals enables us to leverage our global strengths and our local expertise to provide leading edge solutions to clients. This global network also offers to our strongest talent opportunities to be part of international assignments or global secondment programs. Examples of recent global secondments include assignments in Japan, United Kingdom, Netherlands and Spain.

People First

Our guiding principle is that by creating value for our people, we, as a firm, create value for our clients and help them achieve excellence. Our people, therefore, come first in our strategy. We are dedicated to building a work environment in which our people will know what is expected of them; have the best "tools" to do their work; are able to do what they do best each day; are consistently recognized for their achievements; and have their opinions alued.

Why Join Ernst & Young?

At Ernst & Young, you will experience an intense, learning-filled, high-paced environment. Our combination of a friendly, supportive and flexible workplace, excellent colleagues, international scope, the best clients—and the most solid commitment to learning, knowledge, and technology among the large firms—creates a winning proposition for you. Furthermore, Ernst & Young has been recognized for 5 consecutive years on Fortune's list of "100 Best Companies to Work For" as a result of our commitment to our most important resource—our people. We have also received recognition and awards in the following areas:

- Working Mother's 100 Best Companies for Working Mothers
- Black Collegian Top 50 Diversity Employers
- Most Admired Knowledge Enterprise (MAKESM) Award
- Training Top 100 Award
- Catalyst Award
- Information Week 500

Join Our Team

If you have a strong desire to learn, create and collaborate on innovative solutions and you are a dynamic, forward-thinking individual who is interested in a career in the actuarial field, we would like to speak with you. Please visit our website at www.eyactuary.com to find out more about our practice and visit www.ey.com/careers to view our current list of openings. You may also submit your resume directly to andrea.manning@ey.com

Pryor Associates Executive Search

147 Old Country Road
Hicksville, NY 11801
Phone: 516-935-0100 x307
Toll Free: 866-6-ACTUARY x 307
Fax: 516-931-7842

E-MAIL
paulinereimer@aol.com

WEBSITE
www.ppryor.com

Ask Pauline Reimer of Pryor Associates the key to her actuarial recruiting success, and she'll share a unique fact: Pauline is an Actuary herself!

Achievement of her Associateship in the Society of Actuaries (A.S.A.) and completion of several Fellowship examinations were important milestones in her life as an Actuary. But the decade of 'real world', hands-on experience Pauline gained while employed by major insurance and consulting firms as an Actuary gave her the in-depth understanding of the business that sets her apart from the typical Actuarial Recruiter. In addition, her appointment to the Executive Board of ASNY (Actuarial Society of greater New York) as the Vice President of Public Relations further enhances her involvement in the actuarial community.

Career Re-focus

It was eighteen years ago that Pauline reassessed her personal and professional goals and joined Pryor Associates, a professional recruitment corporation established in 1969.

"While employed as an Actuary, I encountered the common experience with many of my colleagues of being contacted by various recruiters who often lacked the knowledge of the Actuarial field and especially of the Examination process."

Pryor Associates specializes in contingency and retained executive search and placement within the insurance and employee benefit industries and their related environments. The Actuarial Placement Division, which she has directed since 1986, services life, health, property and casualty insurance; pension and other employee benefits; systems, accounting and finance-related industries, domestically and internationally.

"The Actuary's role in the finance industry is one trend that began last decade and has continued to be an increasingly important component of our placement and recruiting efforts."

View from the Top

Pryor Associates has been named one of the top 25 regional recruiting firms by Dun & Bradstreet. According to Pauline, the agency's growth stems from successfully identifying and attracting Actuarial talent and matching candidates to each client's unique needs—all while scrupulously maintaining confidentiality, discretion and professionalism in an environment guided by the principles of "prompt follow-up" and "prompt follow-through."

Each step of every client assignment is personally handled by Pauline Reimer herself. No client is ever relegated to just an Assistant. Pauline's knowledge, personal dedication to each search assignment and her exceptional "over-the-top" service—enhanced by state-of-the-art technology and a professional, experienced support staff—have resulted in an impressive personal placement record of a 99% retention rate as well as a 100% success ratio in retained searches.

Understanding the Market

Maintaining such high success and retention rates requires Pauline's involvement in various levels of the industry. To remain on the cutting-edge, Pauline participates in many and varied Actuarial seminars and conventions each year, increasing her familiarity with Actuarial talent and the evolving responsibilities of the Professional Actuary in the current and anticipated business environment. Furthermore, her dynamic speaking schedule at local universities is a crucial initial introduction to future actuaries where she has often been solely responsible for initiating the actuarial careers of many of these students.

Pryor's state-of-the-art technology has enabled them to assemble and maintain an internal database of actuarial talent ranging from recent graduates through chief executives, complete with up-to-date information of educational and professional credentials, as well as geographical preferences. This has been an invaluable tool in matching ideally-suited candidates with potential employment opportunities in the most efficient and timely manner.

The Art of the Deal

"Developing long-term, mutually beneficial relationships is the key to my continued success in the Actuarial Recruiting business," Pauline said.

Experience, credentials, integrity, and dedication—synergies which are the trump card in the "Art of the Deal."

Pryor Associates is a charter member of the INS (Insurance National Search, Inc.), a national search network serving the insurance industry.

For more information about Pryor Associates and Pauline Reimer, including the agency's services and a partial list of client assignments, log on to Pryor's interactive website at www.ppryor.com.

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WEBSITE
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Kathie Spencer, President
Lisa Evans
Debbie Fine
Dayna Cooper
Deborah Turner
Lola Carr
Robin Cole
Nicole Hamil
Susan Sobel

Who we are

Founded in 1975 Andover Research, Ltd. specializes in the placement of actuaries worldwide. Our team of 9 (nine) motivated and experienced recruiters has a reputation as leaders in our field. We earn recognition as much for our personal integrity as for our expertise.

Practice Overview

Our practice consists of identifying, recruiting and placing talented actuarial professionals (from students to Chief Actuaries) worldwide. Using our state of the art proprietary database and broad network of contacts, we are able to generate qualified candidates in a timely fashion.

Our Approach

Our approach includes systematically identifying candidates from our proprietary database using computer generated searches, based on credentials, expertise, geographical preference, compensation and candidates interests. Our staff quickly contacts the appropriate candidates which begins our process of becoming an extension of our clients personnel staff.

What Makes Us Different

Information is shared freely on a regular basis so that each recruiter is up to date on all assignments. The environment at Andover is unique; we believe our **team approach** truly benefits our clients and applicants alike. We are known in the profession through our daily contact with actuaries and our consistent presence at Society of Actuaries meetings.

What You Can Expect

- Confidentiality
- Broad global network
- State of the art proprietary database
- Innovative research capabilities
- Objective assessments
- Sense of urgency
- Enthusiasm to tell your story
- Continuous involvement in the total recruiting process
- Commitment to results

"Ultimately our success is attributable to strong client relationships and our ability to **provide timely solutions** to recruiting assignments."

If you are a company seeking assistance in fulfilling your hiring objectives or an actuary seeking information on alternative opportunities, contact us at **1-800-ANDOVER** or visit our website at **www.andoverresearch.com**.

ACTEX Actuarial Recruiting

140 Willow Street, P. O. Box 974
Winsted, CT 06098
Phone: (860) 379-5470
Fax: (860) 738-3152

EMAIL: aar@actexmadriver.com

WEBSITE: www.actexmadriver.com

CONTACT: Kathi D. Boratko, CPC
Recruiting Specialist

Our company

ACTEX Actuarial Recruiting is a division of ACTEX Publications, Inc, which began in 1972 and has emerged as the leading publisher of actuarial textbooks and study materials.

Through contacts with actuarial employers and employees, the professional actuarial societies and academic institutions, ACTEX keeps its finger on the pulse of the actuarial profession.

Combining career counseling and placement expertise with the strength and resources of ACTEX Publications, Inc., ACTEX Actuarial Recruiting is poised to provide effective career counseling and to meet clients' needs for top quality actuarial talent.

Sampling of positions:

► **Marketing Actuary**: FSA with 5 years life reinsurance, product development or consulting experience to work with team pricing on-and-off-shore reinsurance solutions including YRT, 1st dollar coinsurance, portfolio in-force, and prepare financials that may include statutory, GAAP economic and value added projections. Own pricing process for assigned accounts, including assessment, analysis, peer-review, and internal and external presentations. Work on team to design, evaluate, communicate and execute new strategies. Support Account Executives in providing technical expertise while nurturing client relationships.

► **EA:** Produce annual valuation and FAS reports, consult to clients on pension contributions and expense, plan design and legislation, prepare exhibits for governmental filings (5500, PBGC, etc.), strategically lead, technically guide and mentor actuarial staff in pension matters, assist sales process by analyzing information, recommending solutions and meeting prospects, work with portfolio consultant to produce asset/liability analyses.

► **Senior Actuarial Analyst:** Prepare quarterly rate reviews and property & casualty rate filings; formulate and interpret mathematical rate making; prepare competitive product and rate comparison analysis reports; calculate reserves for filing purposes, and price property and casualty insurance products. 2-3 exams and property & casualty pricing experience required.

Actuarial Search Associates

1107 Venice Boulevard
Venice, CA 90291
Phone: 800-776-6415
Fax: 310-391-7612

E-MAIL
info@actuarialsearch.com

WEBSITE
www.actuarialsearch.com

CONTACT
Maureen Cotter, Director

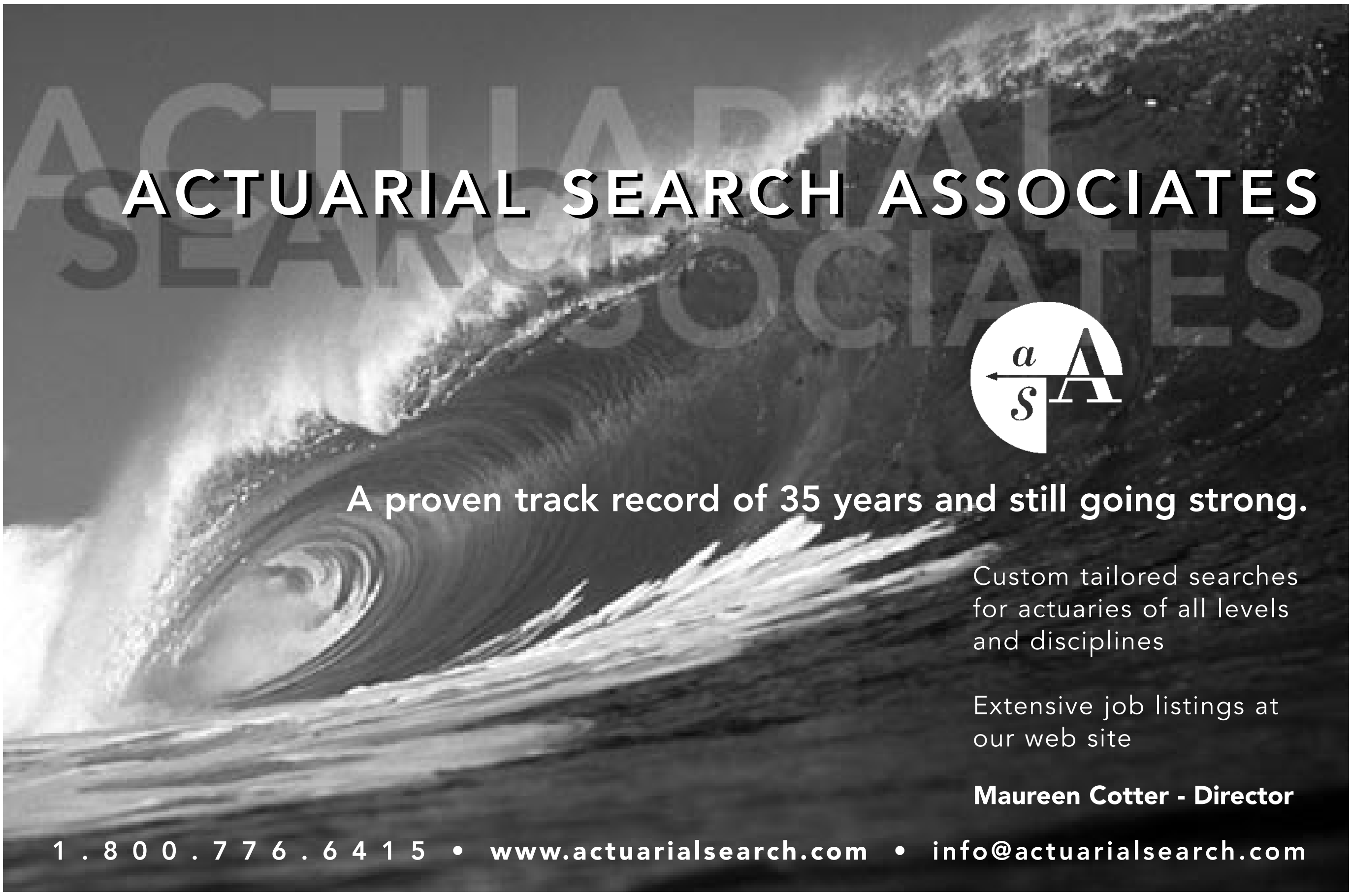
Actuarial Search Associates has been serving the actuarial community in its employment needs since 1969. We have become a trusted name as career agents for actuaries in all disciplines, at all levels, on a national and international basis. We have established invaluable contacts over our three decades, as well as complete understanding of the actuarial profession.

We have one of the largest employment websites for actuaries, where you can get an overview of many opportunities and the advice of a consultant who will tailor make a search around your specifications. Our consultants are in a position to introduce you to the right company.

Staff Recruiters

Maureen Cotter
Bobbi Clinton
Gaetan Verst
Jon Cotter
Nancy May
Cher Oakes

- Retained or Contingency
- 35 years of contacts
- Great website—lots of opportunities
- Recent grads to chiefs



CPS, Inc.

50 Federal Street
Suite 301
Boston, MA 02110
Phone: 617-368-3550 ext. 112
Fax: 617-368-3562

E-MAIL
maryo@cpsboston-jobs.com

CONTACT
Mary O'Connell

Recruiters on staff:
Alan Irish, Catherine Celenza

Actuarial/Employee Benefits

For Quality & Results, Zero In On Success And E-Mail Or Call Us! We Have The Expertise And Resources!

We place over 100 candidates in the Actuarial/Employee Benefits field each year. CPS, Inc. is 31 years old and we have specialized in Actuarial/Employee Benefits for over 20 years and have 14 recruiters in Boston and Chicago, working together on a national basis to fill openings. The experience levels of our actuarial recruiters range from ten to twenty years.

We Make The Right Match!
We screen candidates for the appropriate background and personality fit. We eliminate candidates not serious about making a change. We have a proven track record of success locating the right person for the right position. 90% of our business is from repeat customers. Our client list spans accounting firms, insurance companies, benefits consulting firms, financial services companies and Fortune 500 corporations.

We Save Time!
We conduct searches quickly. 75% of our positions are filled within three weeks and one of five positions listed with us are filled through CPS, Inc. efforts.

We Get Results!
We match expertise and opportunities. One out of every five interviews results in placement.

We Are Committed To Quality Work
We achieve desired results and career success for candidates and clients. Over and over candidates and clients use our services because of the quality and results we provide.

We Deliver Quality And Results Efficiently And Effectively!

CPS FAST FACTS...

- 30 years of successful recruiting • 15,000 Placements – Lifetime
- $150 million – Lifetime sales • Nationwide searches • 75 Recruiters

ACTUARIAL FAST FACTS...

- 1/3 of CPS recruiters work in Actuarial and Employee Benefits
- We specialize in Pensions/Life/Health/Investments/Corporate positions
- We fill positions from entry level to senior management, from actuarial students to FSA/Chief Actuary
- We are contingency-based for our clients and free to our candidates

Contact us today!

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Ph: (617) 368-3550 x112 • Fax: (617) 368-3562
E-mail: jobs@cpsboston-jobs.com
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JACOBSON

The Jacobson Group

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WEBSITE
www.jacobsononline.com

The Jacobson Group specializes in professional and human capital services for the insurance, healthcare and financial service sectors. Our extensive portfolio of services includes: executive search, professional recruiting, interim staffing, subject matter experts and consulting.

Division Contacts:

Jacobson Associates:
Gretchen Adler

Jacobson Executive Search:
Edwin Felice
Margaret Resce Milkint

Jacobson Solutions:
Barbara Gregory
Michael Loiacano

Talent-driven Results

► **Jacobson Associates** provides professional recruiting services for any level of your organization on a contingent basis.
► **Jacobson Executive Search** offers a proven search and selection methodology for executive-level assignments on a retained basis.
► **Jacobson Solutions** delivers high caliber interim talent, subject matter experts and project-based consulting services.

Actuaries Without Boundaries

We know that great actuaries are without boundaries. Since 1971, we have been endorsing actuaries for a variety of positions within the insurance and financial services communities on a national level, including positions such as Chief Marketing Officer, Chief Risk Officer and Corporate Strategist.

Concentrations in:

Life & Health ▲ Property & Casualty ▲ Employee Benefits ▲ E-Commerce ▲ Investment ▲ Reinsurance

Representative Searches:

Finance Officer ▲ VP—Life Product Development ▲ Chief Actuary ▲ Worksite Actuary ▲ Investment Manager ▲ Dynamic Hedging Actuary ▲ Reinsurance Officer ▲ Health Reserving Actuary ▲ VP—Internal Audit ▲ International Actuary—Asia ▲ Director—IT Application Services ▲ Stop Loss Product Actuary▲ VP—Financial Projections ▲ Structured Products Risk Manager ▲ Casualty Reserving Actuary ▲ System Conversions Actuary

JACOBSON

SGĈbĈ 'LN IV

Exciting, creative opportunity for an FSA looking to take the next step onwards and upwards! This newly created role will serve as a highly visible member of the leadership team for a stable and successful life & disability company. Having just acquired more business, they are looking for assistance with innovative business solutions. Consulting with the underwriting, product development & statistical analyses units, you will impact and influence the financial management of the company. For immediate consideration, please call Cara Baiocchi.

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Due to their recent acquirement of a great deal of new business, this growing organization needs a strong Personal Lines Actuary, who can bring their personal auto actuarial expertise to this team. As a member of the senior management group, the selected individual must be highly knowledgeable in pricing, rate-making & loss reserves and possess the ability to flourish in this fast-paced, aggressive environment. ACAS/FCAS and a broad personal lines background essential. For additional information, please call Jessica Fridh. Retained Search.

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Become the lead consultant regarding ALM issues for a leading insurance carrier. This bright and talented FSA will oversee ALM issues for fixed income investments and spread based insurance products. To successfully drive investment and derivative strategies for this organization, you must possess a results-driven attitude, strong analytical skills and a solid background in asset/liability management. If you are interested in this exciting opportunity, please contact Gretchen Adler. Retained Search.

JLIN'LNI*)ĈGI?)N'LJĈ¯Ĉ J

This strong actuarial professional will handle and lead risk management issues for structured products business of this large institutional markets group. Ideal candidates will possess a solid background in risk management and have previous experience with CDO's, derivatives, asset-backed securities and structured transactions. For more details, please contact Gretchen Adler. Retained Search.

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Extremely reputable & dynamic P&C carrier is seeking a strong analytical mind to join their leadership team. Working with the Chief Actuary, various Product Managers and the VP – Pricing/Underwriting, your primary responsibility is the sophisticated analysis of their book of business with significant exposure at the senior executive level. Bring a minimum of 3-5 years of personal lines experience and at least 5 actuarial exams to this role, which will take full advantage of multivariate statistical modeling techniques to reach the company's loss ratio objectives. Experience with catastrophe management & personal lines performance analysis, loss reserving and rate filing is highly desirable. Please call Jessica Fridh for immediate consideration. Retained Search.

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Calling all life product leaders: This top-notch insurance carrier seeks a solid life product business professional to oversee life product development, pricing and implementation for all marketing channels. This successful FSA will be a proven marketer and implementer who will create strong relationships internally with marketing & financial; work with IT & operations; and oversee a large staff. Please contact Gretchen Adler for immediate consideration.

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Actuarial opportunity exists within a growing & successful financial services organization. This is a chance for a talented ASA or student to learn and be part of a worksite marketing operation. Use your foundation in the group life & health products arena to get involved with this exciting and non-traditional marketing division. Pricing experience is ideal. If you are interested, please call Allison Hoste.

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We are currently engaging consultants for projects in the product development and financial arenas. Opportunities encompass assistance with pricing, reserving and year-end & quarterly reporting. Projects vary from short-term to long-term and include all-expense-paid travel to provide the assistance on premises. Please contact Michelle Doty for more details.

TALENT-DRIVEN RESULTS

JACOBSON ASSOCIATES
Permanent Placement Services

JACOBSON EXECUTIVE SEARCH
Retained Search Services

JACOBSON SOLUTIONS
Interim Professional Services

Actuarial Practice

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OFFICES NATIONWIDE

KAISER PERMANENTE®

Kaiser Permanente

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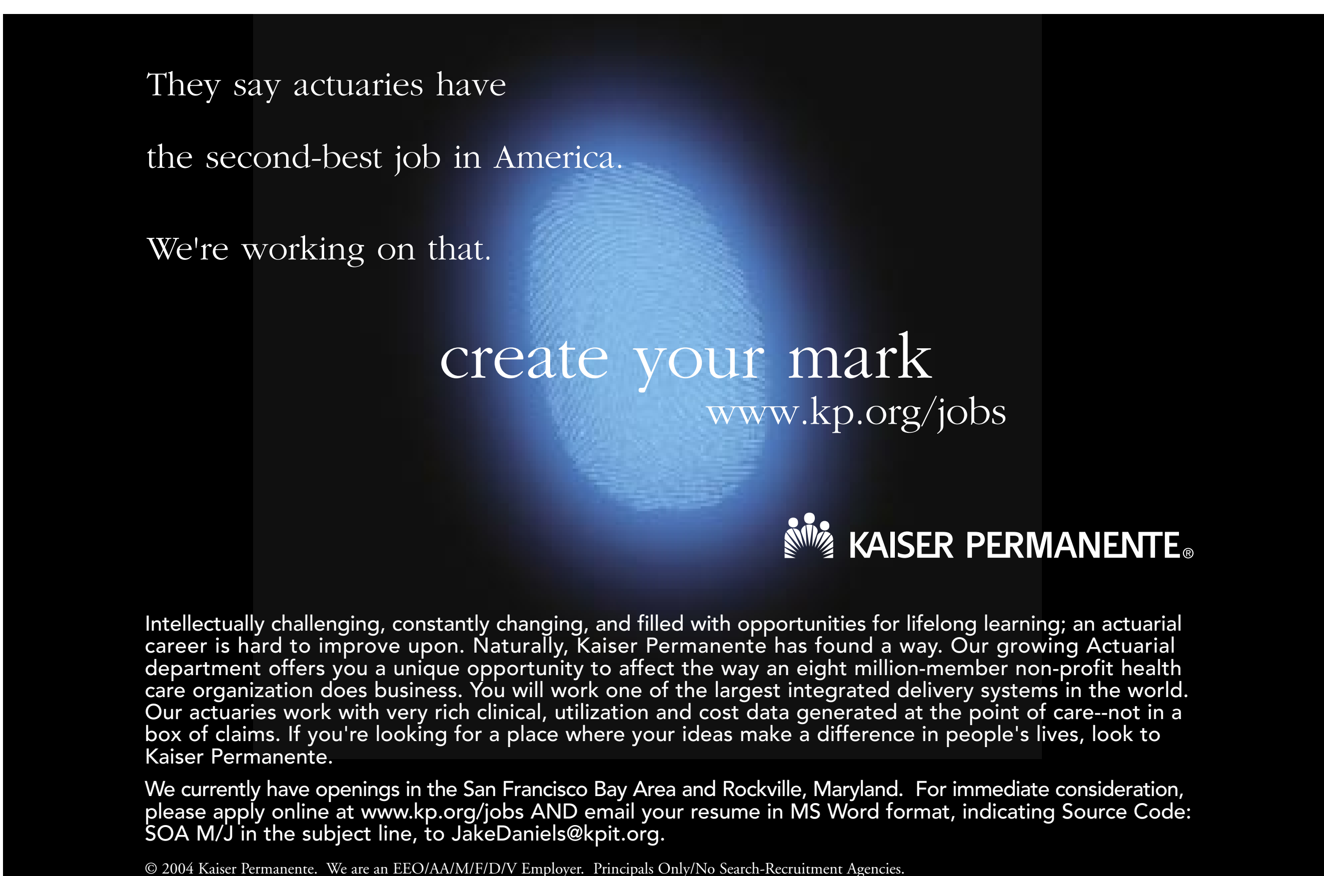
JakeDaniels@kpit.org

WEBSITE
www.kp.org/jobs

Kaiser Permanente Provides a Unique Actuarial Environment

Many organizations do not fully utilize the wide range of skills that actuarial professionals possess. Kaiser Permanente believes it provides a tremendous environment for actuaries who are interested in intellectually challenging problems and access to rich data sets. Jim Turner, Kaiser Permanente's VP of Actuarial Services, says, "Our actuaries don't spend their days just analyzing claims data from providers who are reluctant to share encounter information. Systems like KP HealthConnect, our electronic medical records system, allow us to understand the true drivers of our cost trends leading to better management decisions." These systems innovations allow the Kaiser Permanente actuarial team to work with rich clinical utilization and cost data generated at the point of care, as opposed to the traditional third-party sources. Kaiser Permanente systems also help the actuarial team realize their main goal, which is to successfully drive business results. "When you put people as experienced as ours in a truly collaborative environment, and give them top-notch systems and data, they're able to deliver value to every level of the organization," says Turner. "Kaiser Permanente is a place where your creativity and ingenuity can really make a difference."



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Sampling of positions with Mid America Search:

► **Second Vice President & Actuary**. Industry Leader seeks a professional, technical Enrolled Actuary with strong and proven leadership skills as well as business/strategic acumen. Requires EA designation, MAAA and preferably FSA, with 15+ years experience (including pension actuarial consulting). Will provide overall direction and management for the Retirement Services area. Partner with business unit management to establish the business unit's strategic and operational plans.

► **Sr. Actuary-Financial**. FSA, MAAA. Direct a Life Financial & Risk Management Team. Role would involve both managerial and hands on technical special projects work. Responsibilities include new business monitoring, open block modeling, reinsurance oversight, and financial strategy support. Advise on financial performance and planning, financial strategy, and risk management.

► **Managing Actuary**. FSA/near, MAAA. Accountable for pricing/repricing, profitability, valuation, and analysis of variable annuity and variable universal life products. Provide leadership and support to the Life Division.

► **Sr. Pricing Underwriting Analyst**. Develop pricing for prospective and existing (renewal) employer groups. Provide data analysis and support marketing strategies for negotiating rate renewals. Requires actuarial/underwriting/financial experience in health care organization or consulting firm. West Coast based position.

► **Actuarial Student**. Exceptional opportunity for actuary with 4+ exams plus 2 to 3 years experience pricing life products. Support the modeling, pricing, and implementation of Life products.

► **Actuarial Director-Modeling**. FSA/ASA. Construct and maintain models for insurance lines, including individual life insurance, GMDB, group life, DI, LTC and others. Create reports (quarterly plans, embedded value analysis, cash flow analysis and economic value management) and project expected earnings on life insurance lines. East coast based position.

► **Actuarial Associate**. ASA/near. Three+ years actuarial experience with GAAP financial reporting. Equity indexed annuities, modeling, TAS, Excel, Word, JCL, and Easytrieve strongly preferred. Perform the actuarial functions necessary to produce management information for the life insurance companies in the insurance group.

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For 15 years S. C. International's search efforts have focused primarily on the Insurance and Employee Benefits marketplaces. Industry specialization allows us to understand both the technical and personal needs of all concerned parties. Our continuing mission is to match the right people with the right opportunities.

The value of S. C. International, Ltd. lies not just in the fact that our experienced recruiting staff knows the marketplace but that we LISTEN. Our personal approach and great listening skills address the needs of both the candidates and client employers. We play an integral role in surveying the marketplace and sourcing personnel.

We are effective in assisting both parties at all stages of the interview process; from initial conversations to coordination of all meetings and then through the final offer negotiations. Our ambition is to enhance the recruiting efforts of the employers and to counsel people on their career development and advancement.

S. C. International, Ltd. provides Recruiting services to the Actuarial community within Consulting Firms, Insurance Companies, Corporations, Accounting Firms, and Financial Institutions. To best serve our clients, we expand beyond actuarial and into other concentrations such as Communications, Compensation, Benefits Administration, Change Management, and Organizational Development.

On behalf of myself and the entire staff at S.C. International, Ltd., we thank you for allowing us to be a part of your career planning and staffing and wish everyone the greatest success in the future.

—Scott Rollins, President

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For Our Clients

Our goal is to build your business by introducing you to exceptional actuaries, many of whom we represent exclusively. Hiring managers rely on our unparalleled and targeted approach to sourcing actuarial talent. We streamline the hiring process and reduce our clients' risk, resulting in significant savings in time and money. By partnering with Stewart Search, you'll fill your positions quickly with top industry talent.

For Actuarial Professionals

Managing your career is one of the most important responsibilities that you'll face. Whether you're an Actuarial Student exploring the marketplace for the first time or an experienced Chief Actuary looking to reposition yourself, partnering with Stewart Search will advance your career. Stewart Search gives you the resources to make informed career decisions, and we provide access to the best opportunities.

Our Team

Our dedicated and knowledgeable Search Advisors are the cornerstone of our success. The amount of referrals we receive is a testament to the quality of our work. Our team includes Bill Stewart, Susan Spaulding, Andrew Munton, Michelle O'Shaughnessy, Cory Fortier, Carol Patten, Callie Kimball, Jo Bellucci, and Alice Petas.

For additional information, please visit us at www.StewartSearch.com. Our site provides the latest industry news, offers career guidance, and posts jobs at every level. You may also register for your personalized job search engine at www.ActuarialFutures.com.

Distinguish Yourself in the Marketplace.

Call Stewart Search Today!

ST PAUL TRAVELERS

St. Paul Travelers

VISIT OUR WEB SITE
stpaultravelers.com

Company Overview

St. Paul Travelers is headquartered in Saint Paul, Minn., with substantial operations in Hartford, Conn., and provides commercial and personal property-liability insurance and asset management services. St. Paul Travelers was formed by the combination of Travelers Property Casualty Corp. and The St. Paul Companies on April 1, 2004. On a combined basis, the companies reported 2003 revenue from continuing operations of $24 billion and total assets of $107 billion. The merger creates the nations second largest property-liability insurer and one of the largest financial services firms.

The company distributes its products through independent agents and brokers. With unparalleled product breadth and geographic reach, the company is uniquely positioned as the property-liability insurer of choice for agents, brokers and customers across the United States.

As a result of the merger, St. Paul Travelers employees and customers will benefit from its:

- Considerable financial strength
- Depth and breadth of product offerings
- Strong distribution presence with enhanced geographic coverage across the United States
- Experienced and well-regarded management team
- Successful track record in integrating businesses
- Enhanced growth opportunities, with greater diversity and stability of earnings
- Greater efficiencies and economies of scale

Employee Programs

Challenging work, growth opportunities, and a high performance culture are only a few aspects that make St. Paul Travelers an attractive place to work. We offer an extensive benefits package that currently includes:

- Medical, Dental, and Vision Care
- Flexible Spending Healthcare Accounts
- Life Insurance
- Pension Plan
- 401(k) Savings Plan
- Employee Assistance Program

St. Paul Travelers provides equal employment opportunity to all employees and applicants for employment free from unlawful discrimination based on race, color, religion, gender, age, national origin, disability, veteran status, marital status, sexual orientation or any other status or condition protected by local, state or federal law.

INSURANCE PROFESSIONALS

Personal Lines

With the St. Paul Companies and Travelers Property Casualty Corp merger completed, St. Paul Travelers brings together the best of both companies, including skilled and dedicated employees with similar performance-based cultures and underwriting skills. The merger also creates a stronger national distribution network across all product lines. Are you ready to join a winning team?

If you're an experienced personal lines insurance professional with product and analytic/pricing background, we are looking for you! The following opportunities are available in our Hartford, CT office. These positions require some travel:

Director, Pricing & Analytic Support

You will be responsible for managing a team of pricing analysts/consultants; learning and then re-engineering our current filing planning process; providing analytic services that will facilitate informed business decisions and provide input into the quantification of pricing proposals; working collaboratively with regional product teams to understand, plan for, and obtain Department of Insurance approval for recommended rate and coverage changes and providing ongoing review and analysis of the current filing and regulatory workflow to improve productivity and optimize capacity. The ability to maximize productivity in the needed filings as well as add new analytic offerings to our product management teams is crucial.

Candidates should have:

- Minimum 5 years experience in Personal Lines working with the filing and regulatory process. Experience working in a similar role in Commercial Lines filings will be considered
- Minimum 3 - 5 years experience managing and developing a team
- Experience using and developing quantitative and analytic tools to automate or accelerate business functions and processes
- Experience working with state insurance departments
- Experience working with front line underwriting and business center management

Market Director/Analyst

This position requires taking an active role in formulating and implementing state strategies through analysis and focus on competitor behaviors, marketplace dynamics, pricing segmentation and household level analysis. This role also is responsible for negotiating rate changes with various channels responding to and coordinating state insurance department inquiries; working closely with regional marketing teams and recommending improvements to pricing policies, procedures and workflow, including handoffs with product processing and legal/regulatory departments.

Candidates should have:

- Solid knowledge of Personal Lines auto and/or property products
- 3+ years experience in pricing and knowledge of actuarial techniques
- Excellent verbal and written communication skills
- Must have the ability to interact at all levels of the organization and personal influence/credibility to work collaboratively with the field organization

We offer a competitive salary with a potential for a sign-on bonus and relocation assistance, plus a full benefits package including health, vacation, 401k, and more. Please submit resume and cover letter indicating ***Contingencies: Personal Lines Opportunities*** in the subject line to: **SBlau@Travelers.com**.

St. Paul Travelers provides equal employment opportunity to all employees and applicants for employment free from unlawful discrimination based on race, color, religion, gender, age, national origin, disability, veteran status, marital status, sexual orientation or any other status or condition protected by local, state or federal law.

ST PAUL TRAVELERS