

**DIANE JENSEN-REARICK, CIC, AU**

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**Professional Profile**

Accumulated more than thirty years of experience within the insurance industry while building expertise in various aspects of underwriting commercial property and casualty lines of business.

**Employment Chronology**

*Altair Associates, Inc.  
Minneapolis, Minnesota*

*April, 2024 / Present*

**Senior Underwriting Analyst**

- Senior Underwriting Analyst for an insurance and reinsurance services firm.

*Selective Insurance Company of America  
Trenton, New Jersey*

*September, 1985 / July, 2023*

**Territory Manager**

*2013 / 2023*

- Effectively managed a territory of approximately sixty independent agents.
- Responsible for auditing agency files to confirm compliance with company guidelines. Assisted corporate personnel setting “automated” underwriting edits incorporated into online rating systems used by independent agents.
- Helped develop and drive policies and procedures for book of business rollovers involving consolidator agencies.
- Coached and mentored the AMS’ on achieving agency goals, meeting company standards for new business written and engaging in continued professional development.
- Responsible for onboarding and training of new employees on all areas of job responsibilities.

**Agency Management Specialist (AMS)**

*1995 / 2013*

- Promoted to Executive AMS in 2002. Hybrid position incorporating both a marketing function with new business production underwriting role.
- Responsible for agency growth and profitability with writing significant volumes of new business to ensure growth.
- Resolving issues between agency and company personnel and set goals with agents to guarantee success as an AMS and for the region.

Field Marketing Representative

1992 / 1995

- Liaison between company and independent agents. Advised and educated agents on company guidelines, appetites and underwriting requirements. Managed and promote company products to grow territory and region to meet regional goals.

Underwriting Supervisor

1988 / 1992

- Managed a team of multi-disciplined employees from rating to underwriting for all lines of property and casualty commercial insurance. Evaluated personnel performance in accordance with company standards and ensured that deadlines were met. Managed the expectations of agency partners.

Commercial Automobile Underwriting

1985 / 1988

- Cross trained into multi-line underwriting. Responsible for analyzing and identifying exposure and ensuring accuracy of business insurance policies for multi-lines of businesses.

*New Jersey Manufactures Insurance Company  
West Trenton, New Jersey*

1981 / 1985

Commercial Automobile Underwriter

- Worked with direct writing company in commercial automobile department assisting clients with questions, change requests and coverage needs. Developed pricing and underwriting information to successfully write and place profitable business for the company. Started as a pricing technician, then grew into assisting in underwriting new business accounts.

Educational Qualifications

Bucks County Community College

- Business Administration

The National Alliance for Insurance Education and Research

- Certified Insurance Counselor Designation with annual continuing education since 1999

Insurance Institute of America

- Associate in Underwriting