

MARY DI FEDE

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Professional Profile

Over thirty years of increasing responsibility in the insurance industry as a broker and underwriting manager with large brokers and insurance carriers in the commercial lines and marine & energy sectors as a Senior Broker, Underwriting Manager, Home Office Underwriting Officer, Regional Manager and Compliance Officer. Extensive background in risk management and affinity programs. Responsible for making first contact and performing due diligence on new business prospects.

Employment Chronology

*Altair Associates, Inc.
Minneapolis, Minnesota*

June, 2019 / Present

Senior Underwriting Analyst

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

*Arts Project of Cherry Grove, New York
Cherry Grove, New York*

June, 2009 / October, 2012

Director / Treasurer

- Served on non-profit board of our community theater as a Director and Treasurer.

*Aon Specialty / Benfield Corporate Risk
New York, New York*

June, 2005 / June, 2009

Senior Broker – Marine, Energy & Power

- Managed and brokered premier nationwide and New York marine casualty / property risks. Senior level contact with clients and insurance carriers in conjunction with RFPs, renewal process and coverage resolution.
- Performed risk analysis, contract analysis and loss analysis to realign with corporate enterprise risk management programs.
- Negotiated both new and renewal casualty, property and surety programs.

*Marsh USA Inc.
New York, New York*

July, 2002 / June, 2005

Assistant Vice President – Marine & Energy Casualty Division

- Managed and brokered marine and energy related casualty and marine accounts. Direct contact with presidents, CFOs, risk managers and insurance companies.
- Responsible for loss and risk analysis, forms analysis and construction of loss sensitive programs as well as marketing accounts with insurance companies.
- Responsibilities included auditing files for compliance and training of junior brokers.

*SCOR Reinsurance Company
New York, New York*

January, 1996 / January, 2002

Assistant Vice President – Alternative Risk Division

- Started up primary companies with Senior Vice President.
- Set up underwriting guidelines, performed due diligence and selected initial programs written.
- Managed underwriting unity writing \$100 million in property and casualty program business nationally.
- Responsibilities included seeking out and developing relationships with new agents, developing new products and directing the Legal Department on form and rate filings and licensing of primary companies.
- Performed due diligence of prospective program administrators to qualify prospective agents and their underwriting, pricing, forms and rates.
- Negotiated legal, contingency agreements and reinsurance contracts.
- Created and maintained underwriting guidelines.
- Developed rates and loss picks with actuarial models for existing and prospective accounts.
- Evaluated existing portfolio and implemented changes to improve underwriting profit.
- Resolved Insurance Department complaints and compliance audits with Legal Department.
- Responsible for developing underwriting staff expertise through teaching underwriting technique and developing staff marketing ability.

*American International Group
New York, New York*

June, 1989 / January, 1996

Director of Underwriting – Association Captives Division,

- Set underwriting policy and pricing for the division. Evaluated program underwriting profit and security needs, negotiated captive reinsurance contracts, quoted new and renewal business with underwriters, liaison with insurance departments on market conduct audits, complaints and compliance issues, headed underwriting audits teams.
- Reduced loss ratio on book of \$300 million in property / casualty association captive business by rewriting underwriting guidelines, increasing rates and eliminating accounts that could not be rehabilitated.
- Maintained direct contact with captive managers, program managers and brokers.
- Diverse countrywide casualty program book.
- Managed underwriting and development of eight underwriters.

Compliance and New Products Development Manager

- Created new large deductible programs and products.
- Acted as a liaison on issues with State Insurance Departments.
- Reduced workers' compensation fines paid by AIGRM from \$4 million down to \$500,000.

Assistant Vice President

- Managed underwriting in field offices on promissory note, captive, cash collateral, retrospective rating and guaranteed cost programs for Fortune 500 companies.
- Set underwriting authority levels and approved addendums to contract wording.
- Headed underwriting audit teams on branch audits to ensure adherence to company underwriting guidelines and filings.
- Drafted and negotiated legal documents and loss rating model.
- Developed strategy to resolve market conduct issues and compose audit responses.
- Managed \$1.2 billion book.

*American Home Assurance Company
New York, New York*

1985 / 1989

Assistant Vice President

- Established underwriting guidelines for West Coast and Midwest Region.
- Performed underwriting audits to maintain consistency of coverage and program servicing.
- Created automated loss rating program for division.
- Researched company reinsurance contracts and prepared case arguments with outside attorneys to recover overdue reinsurance recoverables.

*Commerce & Industry Insurance Company
New York, New York*

1982 / 1985

Home Office Underwriting Manager
New York Regional Casualty Manager

*Hartford Insurance Group
New York, New York*

1968 / 1982

Casualty Underwriting Supervisor
Senior Marketing Representative
National Accounts Underwriter
Package Underwriter

Educational Qualifications and Professional Licenses

Bachelor of Business Administration – Major in Insurance and Business Administration, St. John's University, New York, New York (1975)

Licensed New York Property Casualty Broker until 2009