



Do you want to make a difference in the world? Would you like to join a group of dedicated, professional change-makers who come to work every day to do just that? As a social enterprise, we believe that business can and should be a powerful force for positive social change.

The Redwoods Group is not a traditional insurance company. We aim to make the world a better place through the inspired application of insurance data and a deep commitment to the broad communities within which we live and serve. We tackle very serious issues with very serious stakes – from child sexual abuse to drowning and other accidents. Insurance is the means to fulfilling our mission to Serve Others.

For us, financial profit is important, but only as a metric of sustainability. We are a hybrid non-profit and for-profit company called a B Corp (or benefit corporation). By providing property, casualty, and workers' compensation insurance products alongside management consulting services to YMCAs, Jewish Community Centers, Boys and Girls Clubs and non-profit resident camps across the nation, we help reduce injuries and save lives. We are passionate about making the world a safer place.

The Redwoods Group is currently seeking a full-time Commercial Property and Casualty Underwriter to join us in our Research Triangle Park, North Carolina office to help us achieve our vision of creating safe communities for all through mission-aligned insurance.

Responsibilities include:

- Develop strategy (plan of action) for an overall assigned geographic territory or customer segment and for each renewal account and prospective new customer
- Responsible for traveling to meet with brokers and customers in efforts of developing strong and lasting partnerships; Up to 10 visits per year depending on territory
- Partner with Consulting and Claims to fully understand trends associated with territories or accounts, as well as, collaborate on account strategy
- Solicit and screen available opportunities to quote new business
- Using multiple sources of data, assess the risk of loss for each customer and set rates and coverage terms accordingly
- Negotiate and establish commission with brokers
- Gather, analyze and understand competitive data
- Analyze and advise on contract wording
- Demonstrate leadership abilities that make it possible to present Redwoods' unique business model to our brokers and customers, both in person and on the phone
- Be a part of our social enterprise and learn the skills to communicate this impact to our partners and community
- Demonstrate strong interpersonal and customer service skills, as well as the ability to work in a collaborative team-oriented environment



Candidates should meet the following qualifications:

- Highly motivated and dependable professional who believes in the ability to use business as a force for social good
- Bachelor's Degree is required and AU or CPCU (or equivalent) recommended
- 2+ years of underwriting experience preferred
- Strong interpersonal and customer service skills are a must
- Commitment to high ethical standards of behavior and performance is required
- Excellent written and oral communication skills, along with strong analytical and organizational skills
- Ability to multi-task and work effectively in a dynamic, fast-paced environment
- Ability to understand how claims handling and risk management are instrumental in the Underwriting process
- Ability to travel up to 20% is required

The Redwoods Group is proud to be an equal opportunity employer.

If you would like to apply, please send your resume and cover letter to careers@redwoodsgroup.com