



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 Senior Underwriter to join us in our Research Triangle Park office to help us achieve our vision of reinventing insurance to create communities where people are safe.

Responsibilities include:

- Develop business relationships for an overall assigned geographic territory or customer segment
- Responsible for a plan of action for each renewal and prospective customer
- Travel or hold virtual meetings to meet with brokers and customers in efforts of developing strong and lasting partnerships
- Partner with our internal Consulting Team and Claims Departments to fully understand trends associated with territories or accounts, as well as to, collaborate on account strategy
- Solicit and screen available opportunities to quote new business
- Assess the risk of loss for each customer, using multiple sources of data, 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

Candidates should meet the following qualifications:

- Experienced professional who believes in the ability to use business as a force for social good and can communicate our impact to both partners and community stakeholders
- Advanced underwriting technical skills and deep understanding of the insurance industry



- Leadership abilities that make it possible to present Redwoods' unique business model to our brokers and customers, both in person and on the phone
- Strong interpersonal and customer service skills, as well as the ability to work in a collaborative team-oriented environment
- Excellent verbal, written, presentation and communication skills
- Ability to multi-task and work effectively in a dynamic, fast-paced environment
- Effective, positive team player guided by high ethical standards
- Well organized, resourceful, and effective in choreographing relationships to move things forward
- Bachelor's Degree is required and AU or CPCU (or equivalent) recommended
- 10+ years of underwriting experience preferred

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