



KNOWLEDGE || RELATIONSHIPS || RESULTS

Job Description: E&S Business Development Underwriter
Mathison Insurance Partners • NEW E&S Division

Position Overview

Mathison Insurance Partners is launching a new Excess & Surplus Lines division and seeking an entrepreneurial E&S P&C Underwriter to build this business from the ground up. This is a unique opportunity to establish and grow a new E&S operation, focusing on developing retail agent relationships and securing new carrier markets. The successful candidate will be responsible for creating market presence, building distribution networks, and establishing profitable underwriting operations in our target markets.

Location: Ridgeland, MS

Reports To: Chris Mathison

Department: E&S Division

Employment Type: Full-Time

Division Status: NEW - Ground Floor Opportunity

Key Responsibilities

Business Development & Market Creation

Retail Agent Development

- Educate existing and new retail Agency Partners on E&S market opportunities and Mathison's capabilities
- Conduct agency visits, presentations, and educational seminars
- Develop territory plans and a systematic approach to agent outreach
- Attend local insurance association meetings and regional events

Carrier Market Development

- Identify and secure new E&S carrier partnerships and appointments
- Negotiate binding authority agreements and program structures
- Build relationships with carrier underwriters and regional managers
- Evaluate emerging E&S markets and specialty carriers

Underwriting Operations

Risk Evaluation

- Underwrite E&S submissions from retail agent partners
- Develop underwriting guidelines and risk selection criteria

- Price risks competitively while maintaining profitability targets
- Build expertise in our Territory

Portfolio Management

- Monitor new business production and portfolio growth
 - Track key performance metrics, including hit ratios and profitability
 - Manage renewal retention and pricing strategies
 - Coordinate with the operations team on policy issuance and servicing
-

Required Qualifications

Essential Experience

- Minimum 3+ years commercial P&C underwriting experience
- Track record of building retail agent relationships
- Demonstrated success in business development/sales activities

Licensing & Education

- Bachelor's degree preferred
- P&C License preferred
- Professional designations preferred (CPCU, AU, CIC)

Core Competencies

- **Entrepreneurial mindset** - comfortable building from scratch
- **Relationship building** - natural networker and relationship manager
- **Market development** - experience in creating new business opportunities
- **Self-motivated** - able to work independently with minimal supervision
- **Territory management** – a systematic approach to market development

Preferred Qualifications

Industry Background

- Previous experience with Wholesaler/MGA or Insurance Company
- Experience in Southeast regional markets
- Digital marketing and social media knowledge
- Carrier negotiation and contracting experience

Compensation & Incentives

- **Competitive base salary** reflecting seniority and market rates
- **Market development bonuses** for new agent relationships and carrier appointments
- **Annual performance reviews** with advancement opportunities

Startup Benefits

- **Significant upside potential** as division founder
- **Autonomy** to build business according to your vision
- **Career advancement** opportunities as the division expands
- **Industry recognition** for building a successful E&S operation

Resources & Support

Company Support

- Full administrative and operational support
- Marketing budget for agent development activities
- Technology platform and CRM system
- Senior management mentorship and guidance

Professional Development

- Industry conference attendance and networking support
 - Continuing education and designation pursuit
 - Peer networking with other successful E&S professionals
-

Ideal Candidate Profile

Professional Background

- **E&S market veteran** with proven track record
- **Relationship builder** with an extensive retail agent network
- **Business developer** comfortable with a startup environment
- **Market creator** with vision for Southeast E&S opportunities
- **Results-oriented** professional with measurable achievements

Personal Characteristics

- **Entrepreneurial spirit** - excited by building something new
 - **High energy** - able to maintain an extensive travel and activity schedule
 - **Professional presence** - credible spokesperson for Mathison brand
 - **Persistent** - able to develop long-term relationships and markets
 - **Strategic thinker** - can balance immediate results with long-term growth
-

Join Mathison Insurance Partners and lead the creation of a premier E&S wholesale operation in the Southeast. This role offers exceptional upside potential, significant autonomy, and the chance to establish yourself as a market leader in one of the country's fastest-growing regions.

Apply Online: www.mathisonins.com/careers

Contact: cmathison@mathisonins.com

Equal Opportunity Employer

Mathison Insurance Partners is committed to supporting entrepreneurial talent and providing the resources necessary for exceptional professionals to build market-leading operations.