

# Gamma Iota Sigma

## Sigma Chapter

Professional Risk Management, Insurance  
and Actuarial Science Fraternity



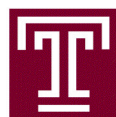
The MBA Commons, Alter Hall

February 23<sup>rd</sup>, 2012

Spring 2012

Risk Management Intern Career Reception

Risk Management, Insurance and Actuarial Science



**THE FOX SCHOOL**  
of Business and Management

TEMPLE UNIVERSITY

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# ACE Group

<http://www.acegroup.com/>

INTERNATIONAL SPONSERSHIP: Yes

## COMPANY DESCRIPTION:

Ambitious, dynamic professionals working toward their goals find inspiration in careers with the ACE Group. We draw on worldwide talent to create and develop our outstanding and diverse workforce. With our broad range of career opportunities, culture of excellence and remarkable growth potential, we attract professionals with the intellectual firepower and flexibility to respond with creative solutions to the needs of our customers. We're a company that makes things happen and we enjoy working with individuals who thrive on extraordinary projects and remarkable results. As a growing and dynamic force in the Property and Casualty business, our diversified range of products and services is making an impact. Join us and work with a dedicated team in an environment that supports your efforts and rewards you for a job well done. ACE is dedicated to recruiting and developing talented individuals with the knowledge, ability and desire for success. With our strong capital base, financial stability, diversified earnings stream, and multinational operating platform, we offer an excellent opportunity for your future growth and development.

## ACE Group

POSITION TITLE: Financial Intern

POSITION DESCRIPTION:

Summer Intern position with ACE Private Risk Services:

- 10 week structured program (beginning late May/early June)

Purpose The purpose of this program is threefold:

1. Engage top area business students in an internship designed to develop their interest in Insurance by applying hands-on experience to classroom theory and strengthen their teamwork skills.
2. Inform the selected interns about the ACE story and the great career opportunities that exist here and foster their interest in full-time employment opportunities with ACE.
3. Provide ACE with the opportunity to evaluate the interns as candidates for the Early Career Program.

LOCATION: Philadelphia, PA

Possible opening in New York, NY

NUMBER OF POSITIONS: Unspecified

POSITION RESPONSIBILITIES:

- The interns will spend most of their time working through planned assignments and projects in their assigned units. Approximately one-half day per week, they will be involved in group activities to help them learn about ACE and the Personal Lines industry. Activities still need to be planned, but will include activities such as:
  - Orientation
  - Department and Unit Overviews
  - A Systems Overview
  - Introduction to ACE
  - Lunch/Coffee Break with designated mentor/internship team
  - Team Capstone Project at the end of the internship
  - Team Events as planned by Department

POSITION QUALIFICATIONS:

- Accounting, Finance, Economics and/or Risk Management Major w/ minor in Environmental Science
- Junior or Senior in good standing
- 3.0 Minimum GPA

# ACE Group

POSITION TITLE: Audit Intern

## POSITION DESCRIPTION:

In the coop/internship position, the employee will be participating in financial/operational audits under the direct supervision of experienced auditors. As part of an audit team, he/she will be involved in surveying business operations to identify and assess the relevant risks/controls. The intern will help execute audit programs including testing transactions to evaluate the effectiveness of key controls. Deliverables will include documentation of audit work papers and written summaries of test results.

This internship position offers a chance to experience the working environment of a broadly diversified global insurance and reinsurance provider that has a culture of excellence and remarkable growth potential. Internal Audit is responsible for providing assurance on the design and effectiveness of control processes throughout the organization providing excellent opportunities to positively impact the business. The business knowledge and control assessment skills developed within Internal Audit will help position the successful candidate for a broad range of career opportunities within ACE or the financial services industry.

For the individual who is naturally analytical and enjoys challenging assignments, we are offering the opportunity for a promising future that comes with working for an industry leader.

LOCATION: Philadelphia, PA  
Possible opening in New York, NY

NUMBER OF POSITIONS: Unspecified

## POSITION RESPONSIBILITIES:

Coop/Interns will assist with internal audits with the goal to qualify for entry-level positions after graduation. Internal auditors are eligible for a Finance rotational program after one year.

## POSITION QUALIFICATIONS:

- Working toward Bachelors degree in Accounting, Finance, or Risk Management
- Graduation scheduled within 18 months of internship
- Strong analytical skills and results orientation
- Excellent written and oral communications skills
- Computer literacy (Word, Excel)
- Minimum GPA 3.0

## ADDITIONAL INFORMATION:

Please apply via ACE Careers: <http://www.aceusa.com/Careers/Pages/JobPostings.aspx>

# All Risks Ltd.

[www.allrisks.com](http://www.allrisks.com)

INTERNATIONAL SPONSORSHIP: No

## COMPANY DESCRIPTION:

All Risks, Ltd. was formed as an excess and surplus lines facility in 1964 in Baltimore, Maryland. While we have since expanded into additional territories and product lines over the past 47 years, our business is written exclusively through retail agents and brokers. We are independent. All Risks has been the fastest growing and one of the largest privately held wholesale brokers in the country for over 10 years. Our goal is to build our company with ambitious people who reflect the following values: HONESTY, HONOR, HARD WORK, ETHICAL BEHAVIOR, COURAGE, COMMITMENT, PROFESSIONALISM, LOYALTY, COLLABORATIVE PARTICIPATION, ENTREPRENEURSHIP and POSITIVE ATTITUDE.

POSITION TITLE: Intern

DIVISION: Various Branch Offices and Departments

POSITION DESCRIPTION: A summer internship at the All Risks corporate office or one of our branch offices. Interns will be hosted in early June for the seven-week program. Interns will be paid a salary of \$500 per week, and housing, airfare and travel expenses.

LOCATIONS: Various - we have 14 offices

NUMBER OF POSITIONS: 20

POSITION RESPONSIBILITIES: Some responsibilities to expect are:

- One week of technical training (Systems, account analysis) - Everyone does this together
- Attending broker visits and carrier meetings
- Soliciting renewal information
- Reviewing renewal submissions
- Quoting (with supervision) renewals
- Cross-training in other departments
- Handling endorsement requests
- Reviewing inspections and following up for recommendations
- General retail agency correspondence and carrier compliance

POSITION QUALIFICATIONS:

- 3.0 or better GPA
- Upcoming seniors
- 2 or more insurance course preferred
- Risk Management major preferred

ADDITIONAL COMMENTS:

Application process is detailed at <http://www.allrisks.com/careers/internship>

# Aon

[www.aon.com](http://www.aon.com)

INTERNATIONAL SPONSERSHIP: Aon Risk Solutions: No  
Aon Hewitt: Yes

## COMPANY DESCRIPTION:

Aon is a global leader in risk management, insurance and reinsurance brokerage, human capital and management consulting, and outsourcing with more than 59,000 employees in more than 500 offices in 120 countries worldwide. We integrate customized services, leverage expertise across industries and apply business knowledge to our clients' strategic goals. Aon helps clients anticipate how change intersects with opportunity. Each of our clients has unique business needs, so we have developed expertise for a complete range of business processes, products and industries. Aon's account and relationship managers form a comprehensive perspective of our clients' organizations, matching our expertise to their business strategy.

# Aon

POSITION TITLE: Business Intern- Risk

DIVISION: Aon Risk Services

## POSITION DESCRIPTION:

In addition to on the job internship assignment training, our interns actively participate along with their fellow intern colleagues in a formal Development Plan. This provides interns...

- An understanding of Aon's ethical requirements
- Training geared toward enabling interns to demonstrate an ability to work in a professional business environment
- Opportunities to network with fellow intern peers at program social events and with Aon colleagues/management at weekly interactive speaker forums

LOCATION(S): Nationwide

NUMBER OF POSITIONS: 30

## POSITION RESPONSIBILITIES:

- Learn and utilize Aon's internal systems
- Understand the basic functions and types of clients within Aon's businesses
- Build interpersonal and teambuilding skills through networking events

## POSITION QUALIFICATIONS:

- Undergraduates of junior year status majoring in Risk Management, Insurance, Business, Accounting, Finance, Economics, Liberal Arts and Sciences or a related degree
- Must graduate between December 2012 and June 2013
- A minimum overall GPA of 3.0 strongly preferred
- The ability to work as an integral part of a team, fostering teamwork and cultivating relationships, as well as work independently or with minimal direction
- Client and business results oriented focus
- Strong interpersonal communication and presentation skills, both verbal and written
- Critical and innovative thinking, problem-solving and analytical skills
- Desire to learn and display Aon's values including acting with integrity and displaying a client, colleague and community commitment.
- Adaptability – quick learner
- Mature and professional demeanor
- Positive attitude
- Strong PC skills including knowledge of Microsoft Office Suite, including Excel

POSITION TITLE: Intern Consultant, Enterprise Risk Management (ERM)

DIVISION: Aon Global Risk Consulting

**POSITION DESCRIPTION:**

The type and scope of risks facing organizations today are increasing in both complexity and frequency. Additionally, there are rising expectations for risk management as regulations change and rating agencies increase their scrutiny. Key stakeholders, such as Boards and shareholders, are raising significant questions such as “What risks are the organization taking?” and “Is the organization effectively managing and being compensated for the risks it is taking?” There is a clear message — it is the responsibility of management and the Board to ensure that an appropriate framework is in place to manage the uncertainties and drivers of volatility that an organization encounters.

Enterprise Risk Management (ERM) provides a valuable framework for addressing these challenges and facilitating risk-adjusted decisions across the organization. An ERM program assists management in the identification, management, and reporting of the organization’s key risks. ERM helps business leaders at all levels assess the risks and opportunities to business goals and objectives.

At an operating level, Business Continuity Management (BCM) enhances an organizations preparedness for business interruption and related matters through risk analysis, continuity planning, and training.

LOCATION(S): 3565 Piedmont Road, Atlanta, Georgia

NUMBER OF POSITIONS: Unspecified

**POSITION RESPONSIBILITIES:**

- Partner with ERM team to provide high-value ERM and BCM solutions and risk-based decisioning frameworks for clients
- Research and provide detailed overviews of current and potential clients
- Conduct basic financial analysis to support project activities
- Perform internal projects and research to assist the team in business development, intellectual capital development and practice development
- Collaborate with the ERM team in scoping of potential projects, the completion of key project activities and analysis and the creation of various project deliverables (reports, presentations, etc)
- Learn about the range of solutions offered by the ERM practice
- Provide a report at the end of the internship detailing key lessons learned and how the internship will assist your career development (written report will be presented to Aon’s ERM Team with management feedback and coaching)

## POSITION QUALIFICATIONS:

- Complete junior year of college by start of internship
- Business, finance or economics major; math major with a strong business minor
- Understanding of financial statements
- Ability to use Excel, Word and PowerPoint effectively
- Solid data analysis, business case analysis and team work skills

## ADDITIONAL COMMENTS:

### About Aon Global Risk Consulting (AGRC)

- Includes more than 2,000 professionals staffed in 90 locations around the world
- Delivers an integrated range of risk solutions—from quantitative analysis to enterprise risk services to risk technology solutions—to corporations across all industries and geographies
- One of the fastest growing units of Aon Corporation, the world's largest provider of risk management services, insurance and reinsurance brokerage, and human capital and management consulting services

### About US ERM Practice

- Offices in Atlanta, Chicago, Boston, and New Jersey
- Team of 9 experts with various experiences in risk and risk management
- Currently involved in or recently completed engagements in the following sectors:
  - Energy: Oil & Gas
  - Energy: Coal
  - Metals & Mining
  - Healthcare: Biotech
  - Healthcare: Hospitals
  - Lodging: Hotels
  - Manufacturing: Automobile/Auto Parts
  - Public Sector: International Airport

# Aon

POSITION TITLE: Non-Actuarial Intern

DIVISION: Aon Hewitt Consulting (Health and Benefits)

## POSITION DESCRIPTION:

Employer-sponsored health and welfare benefit programs form the foundation of the U.S. health care system. These programs have evolved over time as employers have attempted to manage the changing needs of employees, rising program costs, and the impact of new legislation while supporting their human resource and business strategies.

Aon Hewitt health and benefits actuaries and consultants work directly with our clients to develop short and longer-term health and welfare benefit strategies. This process involves strategic assessments of the health care market and key trends and the identification of new and innovative solutions to employer problems.

## LOCATION(S):

- D.C.
- Charlotte
- Tampa
- San Francisco
- Seattle
- Newport Beach
- Norwalk
- Minneapolis

NUMBER OF POSITIONS: Unspecified

## POSITION RESPONSIBILITIES:

- Act as liaison for clients
- Assist in creating Request for Proposals (RFP,) preparing date for RFP release and entering RFP data.
- Assist in creating non-internet RFPs
- Coordinate distribution of RFPs to team
- Work with tools on interneting RFP and related issues
- Gather data and enter into summary spreadsheets
- Set up data analysis tools
- Conduct service area analysis and reporting, including:
  - GeoAccess Analysis
  - Provider Disruption Analysis
- Become involved in vendor management, including carrier follow-up, etc.

## POSITION QUALIFICATIONS:

Aon is seeking rising senior college/university students who thrive in a fast paced environment to participate in our 10-week paid summer Business Internship Program. Interns gain insight into Aon's culture and businesses while developing critical skills necessary for future success and postgraduate opportunities at Aon. Upon completion of the internship, the Aon Ambassador program identifies potential interns to represent Aon during their senior year. Aon Ambassadors provide on-campus support for Aon's recruiting efforts and enjoy networking opportunities with senior leaders. An internship at Aon equips you with an understanding of working in an environment dedicated to exceeding client expectations and delivering products and services distinct to unique client needs.

We look for applicants who:

- Excellent communication, problem solving, quantitative and project related experience
- Detail oriented/organizational skills
- Excellent financial acumen required
- Analytical skills (quantitative and qualitative)
- Software skills (especially Microsoft Excel and Microsoft Access)
- Experience using online tools and resources
- Like working in a team environment
- Graduate December 2011 – June 2012
- Have a 3.0 GPA or higher.

# ARAMARK

[www.aramark.com](http://www.aramark.com)

INTERNATIONAL SPONSORSHIP: No

## COMPANY DESCRIPTION:

ARAMARK is a leader in professional services, providing award-winning food services, facilities management, and uniform and career apparel to health care institutions, universities and school districts, stadiums and arenas, and businesses around the world.

POSITION TITLE: Global Risk Management Intern

DIVISION: Global Risk Management

## POSITION DESCRIPTION:

The student will work within the Global Risk Management Department of ARAMARK. The GRM team is comprised of 4 functions – Safety & Risk Control, Decision Support & Analytics, Risk Finance & Insurance and Strategic Claims Management. The intern will be provided a wide array of responsibilities within GRM during the internship that provides exposure to all functional areas.

LOCATIONS: Philadelphia, PA

NUMBER OF POSITIONS: 1

## POSITION RESPONSIBILITIES:

Assigned to the Risk Finance & Insurance team, the intern will assist with identification & evaluation of our global insurance footprint as well as various insurance renewals – data gathering, analysis, application preparation and underwriting meeting presentations. Intern will also have an opportunity to attend various meetings internally and externally with operations, TPA, brokers & insurers with exposure across all functional areas within the ARAMARK Global Risk Management Department.

## POSITION QUALIFICATIONS:

- GPA of 2.7 or higher
- Studies in Risk Management and business related fields

# Chartis

[www.chartisinsurance.com](http://www.chartisinsurance.com)

INTERNATIONAL SPONSORSHIP: Yes

## COMPANY DESCRIPTION:

Chartis is a world leading property-casualty and general insurance organization serving more than 40 million clients in over 160 countries and jurisdictions. With a 90-year history, one of the industry's most extensive ranges of products and services, deep claims expertise and excellent financial strength, Chartis enables its commercial and personal insurance clients alike to manage virtually any risk with confidence.

POSITION TITLE: Summer Intern

DIVISION: Several, including:

- Claims
- Underwriting
- Private Client Group
- Operations & Systems
- Finance
- Legal
- Risk Management

## POSITION DESCRIPTION:

Summer interns who join Chartis Insurance are provided with a broad-based experience. After a week of orientation and intensive training, summer interns will join one of our many business groups including, but not limited to: Actuarial, Claims, Finance, Growth Economics, Legal, Marketing & Communications, Operations & Systems, Social Innovation, Strategic Risk Analysis, and Underwriting. Chartis Insurance offers a unique opportunity of working in a diverse, global and collegial environment. Chartis' culture encourages and offers early recognition for achievement, in addition to increased responsibility. Summer interns will have exposure to senior business leaders as well as a mentoring network to foster individual, professional relationships. The Summer Internship Program lasts approximately 10 weeks and is targeted to students entering their final year of higher education. In addition to the experience and education acquired on the job, interns have the opportunity to participate in educational seminars, volunteer activities and networking events.

LOCATIONS: Majority in New York, New York, but opportunities nationwide

NUMBER OF POSITIONS: Several

## POSITION QUALIFICATIONS:

- 3.0 GPA
- Entering final year of education

# Cigna

[www.careers.cigna.com](http://www.careers.cigna.com)

INTERNATIONAL SPONSORSHIP: No

## COMPANY DESCRIPTION:

People want to be treated like individuals. At Cigna, we get that. That's why we embrace and encourage peoples' uniqueness, helping to give them the strength and confidence to show the world who they really are. The coverage, expertise and services we provide are at the very core of how we help people achieve their full potential - and ultimately, improve their health, well-being and sense of security. But before we can accomplish any of that, we have to have the right people in place. People like you. Skills, experience, talent and creativity like yours enables us to develop the meaningful, innovative solutions our customers value and expect. That's why we're committed to recruiting, motivating and nurturing the best and the brightest, whether you have industry experience or not. We're growing a workforce as unique and diverse as the millions of customers we proudly serve around the world - one individual at a time.

POSITION TITLE: ULTRA Summer Intern

DIVISION: Underwriting

## POSITION DESCRIPTION:

The Underwriting Leadership Training and Risk Assessment (ULTRA) program is an extensive learning opportunity that guides the individual's experience through their first year of underwriting. The program consists of classroom training and on-the-job experience with direct interaction with our Sales team on new business opportunities. The training provides thorough education on Cigna Group Insurance products and services, insurance basics and risk dynamics, underwriting and risk selection, negotiation skills, and contract language and terms

## Potential Career Paths at Cigna:

If people management is something to which you aspire, your career path at Cigna could take you up through the Underwriting ranks to a management role. Other career paths include moving across business units to underwrite new product lines, or moving into a new functional area such as Pricing, Sales, Marketing or Training.

LOCATION(S): Philadelphia, PA

NUMBER OF POSITIONS: Several

# Cigna

## POSITION RESPONSIBILITIES:

Upon successful completion of training, you will be part of the team responsible for determining the appropriate premium rate level and plan design structure on individual cases, analyzing total case profitability, and conducting customer negotiations with Sales and/or Account Management on their book of business.

ULTRA offers a structured internship with designated project work designed to develop technical and non-technical skills and competencies such as problem solving, learning on the fly, drive for results, and peer relationships which are necessary to become a successful underwriting professional.

## POSITION QUALIFICATIONS:

- Interest in Underwriting
- Strong analytical skills
- High comfort level with math/numbers
- Excellent oral and written communication skills
- Bachelor's degree in progress in Risk Management, Insurance, Finance, Business, or related discipline

## ADDITIONAL COMMENTS:

Please send your resume directly to Caitlin Clark at [caitlin.clark@cigna.com](mailto:caitlin.clark@cigna.com).

# Cigna

INTERNATIONAL SPONSORSHIP: No

## COMPANY DESCRIPTION:

Cigna is a global health service company dedicated to helping people improve their health, well-being and sense of security. Cigna Corporation's operating subsidiaries in the United States provide an integrated suite of health services, such as medical, dental, behavioral health, pharmacy and vision care benefits, as well as group life, accident and disability insurance. Cigna maintains sales capability in 30 countries and jurisdictions and has approximately 66 million customer relationships throughout the world.

POSITION TITLE: Global Risk Management Intern

LOCATION(S): Philadelphia, PA

NUMBER OF POSITIONS: 1

## POSITION RESPONSIBILITIES:

- Providing analysis on Cigna's global risk profile
- Assisting with detailed loss analysis of Cigna's self-insured programs
- Supporting Risk Managers on insurance placement and renewals
- Working with internal business partners to gather exposure information for Cigna's domestic and international operations
- Partnering with brokers, actuaries, TPAs, etc. to manage open items, timelines, policy issuance, etc.
- Maintaining integrity of Cigna's risk management information database
- Providing support to team members where necessary

## POSITION QUALIFICATIONS:

- GPA of 3.0
- Pursuit of degree in Risk Management, Insurance, Finance or Business Administration
- Understanding of Risk Management/Insurance concepts
- Experience performing financial analysis
- Experience with Microsoft Office software products, especially Excel
- Strong organizational/analytical skills
- Good verbal/ written communication skills
- Ability to work independently, as well as a part of a team
- Ability to work under time constraints

# Conner Strong & Buckelew

[connerstrong.com](http://connerstrong.com)

INTERNATIONAL SPONSORSHIP: No

## COMPANY DESCRIPTION:

Conner Strong & Buckelew is a leading insurance, risk management and employee benefits brokerage and consulting firm. Founded in 1959, with offices in New Jersey, Pennsylvania, Delaware, and Florida, Conner Strong & Buckelew ranks among the largest insurance brokerages in the country. Each year, the company places approximately \$1 billion in premium volume and has a team of nearly 300 professionals, serving clients throughout the United States and abroad. The firm's specialty practices include: Aviation, Construction, Construction Wrap-ups, Education, Executive Risk, Healthcare, Hospitality & Gaming, Life Science & Technology, Public Entity and Real Estate.

# Conner Strong & Buckelew

POSITION TITLE: Major Accounts Intern

DIVISION: Major Accounts

**POSITION DESCRIPTION:**

Through completing specialized tasks, working with industry leaders and becoming part of a competitive insurance brokerage, the intent is to provide real-world work experience that creates an understanding of what a career in Major Accounts entails.

LOCATION: Philadelphia, PA

NUMBER OF POSITIONS: 3

**POSITION RESPONSIBILITIES:**

- Loss summaries: review and prepare agency's loss summaries to be used in presentation and marketing submissions
- Loss Projections
- Experience Modification Projections
- Initial review of insurance policies: review and cross reference of endorsements and/or amendments to coverage forms to ensure compliance with negotiated terms and conditions
- Gathering and analysis of renewal information: organization and presentation of information for clients' proposals and marketing submissions
- Assistance with analysis of loss sensitive and alternative programs
- Allocation of premium calculations: disburse costs based of different allocation basis utilizing Microsoft Excel. Other Functions
- Maintains accurate electronic and paper files that conform to company standards
- Ensures accuracy of account data and input into the agency management system

**POSITION QUALIFICATIONS:**

- Must be an enthusiastic self starter, flexible, be able to multi-task and delegate or handle responsibilities with minimal supervision
- PC proficiency required. MS Office (Word and Excel) must
- Experience AM Best preferred
- Risk Management Major
- Exceptional organization and Customer service skills
- Excellent interpersonal, analytical, written, and verbal communication skills

# Conner Strong & Buckelew

POSITION TITLE: Claims Intern

DIVISION: Claims Department

LOCATION: Philadelphia

NUMBER OF POSITIONS: 1

## POSITION RESPONSIBILITIES:

- Support a Claim Consultant in the Management of a book of business
- Provide basic transactional customer service and claims processing
- Provides superior support to Account Executives
- Act as a liaison between the insurance carrier and client ensuring client's claim is handled properly and efficiently
- Creates any claims related materials as needed such as pre-renewal loss information packet, claim loss analysis and claim meeting materials
- Manage claims from Personal Risk Services Group
- May assist in conducting claim review meetings with client insurance carriers, etc.
- Other duties as assigned

## POSITION QUALIFICATIONS:

- Exceptional organization and Customer service skills. Excellent interpersonal, analytical, written, and verbal communication skills.
- Must be an enthusiastic self starter, flexible, be able to multi-task and delegate or handle responsibilities with minimal supervision.
- PC proficiency required. MS Office (Word and Excel) preferred
- Knowledge of agency management systems preferred.
- Experience with Sagitta and AM Best preferred
- Risk Management major

## ADDITIONAL COMMENTS:

- Maintains accurate electronic and paper files that conform to company standards
- Ensures accuracy of account data and input into the agency management system - Sagitta

# Corporate Synergies Group, LLC

[www.corpsyn.com](http://www.corpsyn.com)

INTERNATIONAL SPONSORSHIP: No

## COMPANY DESCRIPTION:

Corporate Synergies Group, a full-service employee benefits broker and consulting firm, is an innovator in the employee benefits industry. Ranked fourth largest U.S. benefits specialist by Business Insurance we have also been recognized for our level of service and being one of the top places to work in our core markets. Our employees' dynamic chemistry inspires creativity and a passionate exchange of ideas, fueling a corporate culture that has earned us an industry reputation as an innovative and strategic business partner. At the core of our business model is our dedication as advocates for our clients and their employees, providing forward-looking insights that help them reshape their benefits strategies and better prepare for the constant evolution of the healthcare landscape.

POSITION TITLE: Account Specialist Intern

DIVISION: Account Management

LOCATIONS: Mount Laurel, NJ

NUMBER OF POSITIONS: 2

## POSITION RESPONSIBILITIES:

As an Account Specialist you will:

- Use your employee benefit knowledge to help support the day-to-day servicing activities of a book of business and see how those activities have a direct impact on the retention and growth efforts of this business.
- Assist with internal record keeping as well as coordination of data gathering for analytical reporting efforts
- Assist in the preparation of benefit summaries and communication materials
- Assist in updating Benefit Point with all account and plan details
- Participate in team renewal strategies and wellness coordination.
- Gain hands on experience that will enable you to pursue a career in employee benefits

## POSITION QUALIFICATIONS:

- Currently be pursuing a Bachelor's Degree in Risk Management and Insurance
- Strong attention to detail, well organized and responsive
- Strong desire and willingness to learn all aspects of insurance
- Very comfortable with numbers
- Ability to effectively communicate both orally and in writing
- Proficiency with Excel, Powerpoint, and Word
- Basic understanding of insurance and healthcare
- If you seek a high-impact career experience opportunity in Account Management, with an industry thought leader, we would like to talk to you.
- EOE M/F/D/V

# Delaware Valley RIMS

[www.rims.org](http://www.rims.org)

## INTERNATIONAL SPONSORSHIP:

We will work with the student to provide all information necessary so they can secure the appropriate documentation for CPT (Curricular Practical Training) with Temple's International Service Office. We do not offer a work visa sponsorship as this is an internship opportunity.

## COMPANY DESCRIPTION:

As the preeminent organization dedicated to advancing the practice of risk management, the Risk and Insurance Management Society, Inc. (RIMS) is a global not-for-profit organization representing more than 3,500 industrial, service, nonprofit, charitable and government entities throughout the world. Founded in 1950, RIMS brings networking, professional development and education opportunities to its membership of more than 10,000 risk management professionals who operate in more than 120 countries. For more information on RIMS, visit [www.RIMS.org](http://www.RIMS.org). The Delaware Valley Chapter was the second chapter of RIMS, founded in 1951. We continue to serve the Risk Management community in Pennsylvania, Delaware and New Jersey and are proud to sponsor internship opportunities at our member companies for local risk management and insurance students.

## POSITION DESCRIPTION:

The Delaware Valley Chapter of RIMS sponsors two summer internships with area firms' corporate risk management departments. The selection process is two-fold. As a courtesy to the companies, members of the Chapter will pre-screen candidates and pass along those students they feel qualified to the hiring team for the area employers. Students can expect an initial interview at Career Day by a member of RIMS. The RIMS Pre-Screen team will forward the resumes of those candidates that they deem viable to the prospective employers. The candidates will then be expected to interview with the employer at the employer's place of business. The specifics of the internships lie with the ultimate employer. The purpose of the interview at Career Day is to demonstrate your talents, experience, and expectations. The internship is a paid 10 week program - split into two five week stints between two employers. Employers who have participated in this program in past years include Styron, Radian, SAP America, Comcast Corporation, St. Gobain Corporation and IKEA, to name a few. The purpose behind this bifurcation approach is to provide the student with exposure to different types of organizations, risks, and risk/insurance programs. The employers are not all within city limits or accessible by public transportation, so the student will need to have access to a car in order to qualify.

LOCATION(S): Greater Philadelphia area

NUMBER OF POSITIONS: 2

# EXIGIS LLC

[WWW.EXIGIS.COM](http://WWW.EXIGIS.COM)

INTERNATIONAL SPONSORSHIP: No

## COMPANY DESCRIPTION:

EXIGIS is the leading provider of business automation services for the insurance and risk management markets. Our award-winning risk management platform RISKworks™ is revolutionizing the way risk is managed.

# EXIGIS LLC

POSITION TITLE: Associate Intern – Fulfillment

DIVISION: Fulfillment Services

**POSITION DESCRIPTION:**

At EXIGIS, we value your long-term career objectives. Our commitment to your career development begins in our Associate Internship Program (AIP). It offers college students a broad base of experience coupled with business-specific training.

You will be part of a high-energy implementation team responsible for delivering a wide range of business process management solutions to our clients in corporate risk management and treasury. You must have the ability and interest to work on a range of different types of projects and business processes, and must have a background that demonstrates this ability.

LOCATION(S): New York City

NUMBER OF POSITIONS: 1

**POSITION RESPONSIBILITIES:**

Assisting with project implementations, including business analysis, systems configuration and documentation of business requirements and technical functionalities.

**POSITION QUALIFICATIONS:**

- A candidate for a Bachelors of Science (BS) or Bachelor of Arts (BA) in Information Science & Technology, Computer Science or related discipline; or a Bachelors of Business Administration (BBA), or related discipline (a concentration in Risk Management & Insurance would be ideal)
- Demonstrated project management skills
- Excellent interpersonal and oral and written communication skills
- Strong problem solving and analytical mindset with a demonstrable bias toward action

# EXIGIS LLC

POSITION TITLE: Associate Internship – Product Development

DIVISION: Engineering Services

## POSITION DESCRIPTION:

At EXIGIS, we value your long-term career objectives. Our commitment to your career development begins in our Associate Internship Program (AIP). It offers college students a broad base of experience coupled with business-specific training.

A fast paced and growing technology services firm based in Midtown Manhattan is seeking an enthusiastic summer Intern to join our Engineering team.

LOCATION(S): New York, NY

NUMBER OF POSITIONS: Unspecified

## POSITION RESPONSIBILITIES:

- While working at EXIGIS, you'll be learning commercial-scale web programming concepts, including Software as a Service, multitier architecture, and Service Oriented Architecture.
- The ideal candidate is comfortable operating in a fast-paced environment. You'll work alongside a team of expert programmers, contributing to both core & application-level components of the EXIGIS RISKworks™ platform.
- Guidance from senior members of the Engineering staff will be provided, but Interns are expected to work independently.
- As well as coding, you'll have opportunities to assist with: requirements gathering, writing technical specifications, white-box & black-box testing, and tool evaluations

## POSITION QUALIFICATIONS:

- Strong technical background; coding should be your personal passion!
- Solid Object Oriented programming skills and education/classes focused in Object Oriented Application Design.
- Experience with the .NET framework, Visual Basic, C#, HTML, JavaScript/CSS. Knowledge of ASP, [ASP.NET](#), and MS SQL Server a plus!
- Extremely strong work ethic: you should have an "above & beyond expectations" mindset.
- Enrolled in a Bachelor's degree (B.A.) program, less than 2 years from graduation.
- Major should be software development focused (Computer Science, Computer Engineering, Software Engineering, etc.).

# EXIGIS LLC

POSITION TITLE: Associate Trainee

DIVISION: Professional Services

## POSITION DESCRIPTION:

At EXIGIS, we value your long-term career objectives. Our commitment to your career development begins in our Associate Trainee Program (ATP). It offers college graduates a broad base of experience coupled with business-specific training. You will be part of a high-energy team responsible for delivering a wide range of services and solutions to our clients in corporate risk management and treasury. The ATP is a twelve (12) month program where you will be involved in every aspect of our operation, which includes: professional, technical and customer services – collectively called our Fulfillment Team. Upon successful completion of the ATP, you will be placed on one of these teams. To succeed, you will demonstrate integrity, professionalism and the ability to work as part of a team. You must have the ability and interest to work on a range of different types of projects, and must have a background that demonstrates this ability. Outstanding academic achievement is important, as is an excellent command of the English language and a passion for technology and business. Success at this level opens up a wealth of additional challenging career opportunities within EXIGIS.

LOCATION(S): New York, NY

NUMBER OF POSITIONS: Unspecified

## POSITION RESPONSIBILITIES:

- Assisting with project implementations, including business analysis, systems configuration and documentation of business requirements and technical functionalities.
- Executing successful customer adoption call campaigns and outreach services
- Performing quality assurance testing on various EXIGIS applications
- Providing excellent customer service to all EXIGIS customers.

## POSITION QUALIFICATIONS:

- A recent graduate or a candidate for a Bachelors of Science (BS) or Bachelor of Arts (BA) in Information
- Science & Technology, Computer Science or related discipline; or a Bachelors of Business Administration (BBA), or related discipline (a concentration in Risk Management & Insurance would be ideal)
- Excellent interpersonal, oral and written communication skills
- Strong problem solving and analytical mindset with a demonstrable bias toward action
- Insurance or Risk Management experience a plus
- Ability to work in a team environment
- Ability to handle multiple tasks and changing priorities

# FM Global

[www.fmglobal.com](http://www.fmglobal.com)

INTERNATIONAL SPONSORSHIP: No

## COMPANY DESCRIPTION:

FM Global provides comprehensive global commercial and industrial property insurance, engineering-driven underwriting and risk management solutions, groundbreaking property loss prevention research and prompt, professional claims handling. As a mutual company, our products and services directly support our clients overall risk management objectives through:

- Understanding the nature and reality of their specific risks
- Establishing sound loss prevention solutions that safeguard against loss
- Developing cost-effective insurance and risk transfer solutions backed by large, stable capacity
- Providing the claims and loss mitigation support to minimize business disruption

POSITION TITLE: Summer Insurance Intern

## POSITION DESCRIPTION:

Our 8-10 week program will focus on the day to day business handlings of our three core business functions - underwriting, engineering, and claims.

LOCATIONS: Malvern, PA

NUMBER OF POSITIONS: 1

## POSITION RESPONSIBILITIES:

Undergraduate and graduate-level research internships allow budding young scientists to hone their skills and work alongside the brightest scientists in loss prevention research.

## POSITION QUALIFICATIONS:

- 3.0 or higher GPA
- Ability to work with financial data
- Excellent presentation and interpersonal skills
- Outstanding negotiation, analytical and influence skills
- Traveling will be required to visit out World Renowned Research Campus in Rhode Island

# Gallagher Benefit Services, Inc.

[www.ajg.com](http://www.ajg.com)

INTERNATIONAL SPONSORSHIP: No

## COMPANY DESCRIPTION:

Gallagher Benefit Services, Inc. (GBS), a subsidiary of Arthur J. Gallagher & Co., is an industry leader, providing expertise in all areas of employee benefits, from plan design to delivery and administration. Although one of the country's largest employee benefits advisors, GBS is organized to operate on a local basis. Our services and structure are designed expressly to address your needs in Health and Welfare, Retirement Services, Healthcare Analytics, Human Resource Services, Executive Benefits, and Voluntary Benefits. Our national practice groups provide unparalleled knowledge and expertise specific to a range of private, public, and nonprofit organizations. It is our people who provide true value to our clients. GBS continues to attract the best minds in the employee benefits industry.

POSITION TITLE: Broker / Producer Intern

DIVISION: Gallagher Benefit Services, Inc.

## POSITION DESCRIPTION:

Our program embraces the concept of learning by doing. As an intern, you'll be working closely with producers on a daily basis in their work environment. Former interns are quick to point out that these Gallagher professionals are very approachable as they guide students through many workplace scenarios. Gallagher interns do much more than push paper and act as "gofers." As an intern, you'll witness and be part of the business at hand – the sales process. We offer paid internship opportunities for upcoming college juniors and seniors. The optimal internship experience spans two summers—beginning the summer before junior year and concluding the summer before senior year. Each summer consists of a nine-week program that includes a few days of classroom instruction in Gallagher's Home Office in Itasca, Ill. During this orientation week, you'll be introduced to many facets of both the insurance industry and our company. You'll also have a chance to meet our division heads, operational leaders and successful producers (sales professionals) who serve as instructors – many of whom are former Gallagher interns. The seminar week is an opportunity for interns from all participating branches to meet. Most interns consider this to be a highlight of the program. Following this home office training, you'll return to your sponsoring branch office to spend the remaining weeks of the program. During this time, you'll follow rotational assignments introducing you to various departments. A real plus to this portion of the program is experiencing Gallagher's student-friendly culture. The primary activity in the program is to shadow successful brokers as they work and participate in different phases of the sales cycle. As an intern, you are not responsible for selling, but you will gain an understanding of the process while helping to prepare proposals, gathering data and accompanying producers as they make sales calls, meet with clients and negotiate with underwriters

LOCATION(S): Mt. Laurel, NJ, few days in Itasca, IL

NUMBER OF POSITIONS: 1

## **Gallagher Benefit Services, Inc.**

### POSITION QUALIFICATIONS:

Successful candidates for our program must have a balanced profile of success in both academic and extracurricular activities in their high school and college experiences. We're looking for someone with above-average grades and a resume that reflects involvement in a variety of activities like sports, speech team, student government, community service projects, clubs or part-time jobs. A leadership role in any of these areas is a real plus. Other significant strengths you should definitely possess: excellent people skills and a competitive nature. The program is open to college men and women from all areas of academic study. We're looking for someone who is not yet committed to a career path or graduate school and would like to explore an opportunity in brokering. It is ideal to begin the program before junior year and participate for two years, but we will consider those entering their senior year who can participate for only one summer. We do not recruit freshmen or post-graduate students.

# Hardenbergh Insurance Group

[www.hig.net](http://www.hig.net)

INTERNATIONAL SPONSORSHIP: No

## COMPANY DESCRIPTION:

Insurance is the business of protecting futures. Whether it's for individuals or families, a small business or corporation, you want experienced professionals to help you prepare for life's uncertainties.

Hardenbergh Insurance Group offers personal and commercial lines of insurance, as well as group and individual benefits. Some of our policies include automobile, homeowners, liability, workers' compensation, medical and more.

POSITION TITLE: Intern

DIVISION: Property/Casualty

## POSITION DESCRIPTION:

Assist various divisions with specific projects related to services provided to our clients. Projects include safety programs, contract agreements, certificates of insurance programs, analysis of claim reports and coverage of current and prospective clients.

LOCATION(S): Voorhees, NJ

NUMBER OF POSITIONS: 1

## POSITION RESPONSIBILITIES:

- Review claim reports and prepare analysis of claims by loss type, cost, frequency, etc for use by claim and safety committees
- Assist in review of Certificate of Insurance program identifying types of coverage and completeness of certificates for recommendation to clients
- Assist safety program with updates and compilation of various carrier(s) safety programs
- Assist in preparation of proposals
- Assist in client satisfaction survey(s)
- Compile and develop library of contractual risk management tools to be utilized in property/casualty and public entity divisions
- Assist in preparation and distribution of newsletter(s) to clientele
- Research local ordinances that may affect client(s) insurance program(s) and uncover potential gap(s) in coverage

## **Hardenbergh Insurance Group**

### POSITION QUALIFICATIONS:

Minimum cumulative GPA 2.75. Looking for a candidate whose major(s) include Risk Management, Business and Finance with excellent leadership, interpersonal and communication skills willing to complete assigned projects that will provide him/her with experience in various divisions of insurance disciplines.

## HealthAmerica – a Coventry Health Care Plan

[www.cvty.com](http://www.cvty.com)

INTERNATIONAL SPONSORSHIP: Unspecified

### COMPANY DESCRIPTION:

Coventry Health Care, Inc. operates as a managed healthcare company in the United States. The company's Health Plan and Medical Services segment provides health plan commercial risk, Medicare advantage, and Medicaid products. It also offers commercial risk products, including health maintenance organization, preferred provider organization, and point of service products to individuals and employer groups. In addition, this segment offers managed care and administrative products, including medical claims administration; pharmacy benefits management; and clinical programs, such as utilization management and quality assurance. Further, it provides consumer-directed benefit options comprising health reimbursement accounts and health savings accounts to commercial customers; and comprehensive health benefits on a risk basis to members participating in the Medicare Advantage HMO, Medicare Advantage PPO, and Medicaid programs. Its Specialized Managed Care segment provides access to prescription drug coverage to eligible beneficiaries. Its Network Rental business offers provider network rental services through a national PPO network to national, regional, and local third party administrators, as well as insurance carriers. This segment also involves in the co-ordination of comprehensive mental health and substance abuse treatment. Coventry Health Care's Workers' Compensation segment offers workers' compensation services, including managed care services, such as provider network access, bill review, care management services, and pharmacy benefit management to underwriters and administrators of workers' compensation insurance and employer groups. The company primarily serves individuals, employer and government-funded groups, government agencies, insurance carriers, and administrators through direct sales staff and a network of independent insurance brokers and agents. Coventry Health Care, Inc. was founded in 1986 and is based in Bethesda, Maryland.

POSITION TITLE: Sales/Marketing, Underwriting

LOCATIONS: Multiple (Plymouth Meeting / Harrisburg)

NUMBER OF POSITIONS: Unspecified

# Independence Blue Cross

[www.ibx.com](http://www.ibx.com)

INTERNATIONAL SPONSORSHIP: No

## COMPANY DESCRIPTION:

For more than 70 years, Independence Blue Cross (IBC) has offered quality health care products and services designed specifically to meet the changing health care needs of customers. IBC is a leading health insurer in southeastern Pennsylvania with 2.2 million members in the local area. Nationwide, IBC and its subsidiaries provide coverage to 3.1 million people. We serve all areas of the health care market by offering quality products and services such as managed care, traditional indemnity, Medicare, and Medicaid.

POSITION TITLE: College Intern - Underwriting Policy and Standards

DIVISION: Underwriting & Rating

## POSITION DESCRIPTION:

Independence Blue Cross (IBC) is seeking candidates for our 2012 College Program in Underwriting Policy and Standards. Interns will gain exposure in multiple underwriting areas from individual to large group. The concentration of their program will be the large group renewal process. The interns will have an opportunity to develop a large group renewal and see it through the various production stages (renewal strategy, presentation to management, customer feedback).

LOCATIONS: Philadelphia

NUMBER OF POSITIONS: 1

## POSITION QUALIFICATIONS:

- Excel, Word, Outlook
- Must be a quick learner
- Preferred Majors: Insurance, Finance
- Candidates must be enrolled in an accredited college or university or have graduated from an accredited college or university within one calendar year of the program application deadline.

# Independence Wealth Strategies, an Office of MetLife

[www.independencewealthstrategies.net](http://www.independencewealthstrategies.net)

INTERNATIONAL SPONSORSHIP: No

## COMPANY DESCRIPTION:

For over 140 years, MetLife has been insuring the lives of people who depend on us. Our success is based on our long history of social responsibility, strong leadership, sound investments and innovative products and services. MetLife is more than just life insurance. Today we are a major force in financial services: Investments, Financial Advice, Banking and Insurance. Independence Wealth Strategies, an Office of MetLife, is one of the fastest growing financial services firms in the Delaware Valley. At Independence Wealth Strategies, we believe that work shouldn't be something you do just to make ends meet. It should provide satisfaction and an opportunity to make a difference. One of our core values is that "People Count" - that includes our employees. Work should fuel your ambitions, not limit them. We are always looking for talented people to help us meet our vision to build financial freedom for everyone. If you are seeking a rewarding career at a place the values their workforce and embraces diversity, including and partnership - then you've come to the right place. For information and to search for opportunities with our firm, visit <http://www.independencewealthstrategies.net/openings.cfm>.

POSITION TITLE: Financial Services Representative

## POSITION DESCRIPTION:

MetLife and New England Financial, in partnership with The American College, offers a financial fellowship experience unlike any other. This is a paid internship taking place in company sales offices around the country from June 11<sup>th</sup> through July 27<sup>th</sup>.

The Financial Fellowship Program (FFP) provides the opportunity to learn how to build a career as a Financial Services Representative. The participants will learn about Marketing, Operations and Sales. In addition, interns will have both firm and academic training about the financial products that provide solutions to client needs. Upon completion of the program, fellows will have gained vital insight into creating a personal financial strategy.

Fellows are encouraged to contribute their ideas and make an impact while working with some of the best minds in the business and gaining first-hand knowledge of a career in the financial services industry.

LOCATION(S): Plymouth Meeting, PA,  
Marlton, NJ  
Newark, DE

NUMBER OF POSITIONS: 2

## POSITION RESPONSIBILITIES:

- Must attend scheduled webinars and complete training modules (in person and online) while under daily supervision of a mentor

## **Independence Wealth Strategies, an Office of MetLife**

### POSITION QUALIFICATIONS:

- Must have interest in a career in the financial services industry
- Must be legally authorized to work in the United States at a location where the internship is offered
- Must be able to work 25-40 hours per week for the designated seven weeks

# Liberty Mutual Insurance

[www.libertymutualgroup.com/lookinside](http://www.libertymutualgroup.com/lookinside)

INTERNATIONAL SPONSORSHIP: No

## COMPANY DESCRIPTION:

About Liberty Mutual Group “Helping people live safer, more secure lives” since 1912, Boston-based Liberty Mutual Group is a diversified global insurer and third largest property and casualty insurer in the U.S. based on A.M. Best Company’s report of 2010 net written premium. The Group also ranks 82nd on the Fortune 100 list of largest corporations in the U.S. based on 2010 revenue. As of December 31, 2010, Liberty Mutual Group had \$112.4 billion in consolidated assets, \$95.4 billion in consolidated liabilities, and \$33.2 billion in annual consolidated revenue. Liberty Mutual Group offers a wide range of insurance products and services, including personal automobile, homeowners, workers compensation, property, commercial automobile, general liability, global specialty, group disability, reinsurance and surety. Liberty Mutual Group employs over 45,000 people in more than 900 offices throughout the world.

POSITION TITLE: Internship in Various Functional Areas

DIVISION: Several areas, including but not limited to:

- Claims
- Actuarial
- Underwriting
- Sales
- Product Management
- Finance
- Marketing
- Information Technology
- Human Resources

## POSITION DESCRIPTION:

Liberty Mutual’s internship programs give you the chance to work on a variety of critical business assignments, test your skills, use your academic knowledge and match your interests to a real job

LOCATIONS: Various operations within US

NUMBER OF POSITIONS: Several

## ADDITIONAL INFORMATION:

For more information about position openings, visit [www.LibertyMutualGroup.com/lookinside](http://www.LibertyMutualGroup.com/lookinside).

# Maiden Re Insurance Services, LLC

<http://www.maiden.bm/>

INTERNATIONAL SPONSORSHIP: No

## COMPANY DESCRIPTION:

Maiden Re is a dynamic force in the domestic reinsurance market with an operating history dating back to 1983. Maiden Re is focused on building long-term relationships and providing clients with a consistent and stable approach to our business. Maiden Re is a service orientated reinsurer and has been rated highest amongst its peers for technical underwriting expertise and exemplary claims handling.

POSITION TITLE: Risk Management & Insurance Intern

DIVISION: Maiden Global Servicing Company, LLC

## POSITION DESCRIPTION:

Maiden Re is currently looking for a highly motivated, self-starter to fill an opening in our Claims Department as a Risk Management and Insurance Intern in our Mt. Laurel, NJ office. Working with highly skilled team of claims professionals, this position will give the intern insight and exposure to many aspects of Claims in reinsurance such as Treaty, Facultative and contract review. This opportunity also affords the intern access to other insurance professionals within the company. Our Claims Team holds various designations such as CPCU, ARe and general insurance designations.

LOCATION(S): Mount Laurel, NJ

NUMBER OF POSITIONS: 1

## POSITION RESPONSIBILITIES:

- Position supports the Claims team while gaining knowledge of the claims function.
- Coordination of claim files that may consist of creating, scanning, updating and locating files
- Review of insurance claims for accuracy and completeness before processing and submitting to the claims examiner
- Evaluation and investigation of claims to confirm coverage and identify any potential issues
- Ensure accuracy of processed claims payments
- Coordinates with accounting to confirm processing of prompt payments
- Produces reports highlighting large losses, coverage and critical issues for review by underwriting and actuarial

## **Maiden Re Insurance Services, LLC**

### POSITION QUALIFICATIONS:

- Experience working in an office environment
- Previous work-related internship a plus
- Leadership experience in a volunteer capacity

### EDUCATION:

- Currently pursuing a bachelor's degree in Risk Management and Insurance
- Minimum GPA 3.3

### KNOWLEDGE, SKILLS AND ABILITIES:

- Strong data entry and computer skills required
- Demonstrated analytical ability through successful completion of related course work
- Strong verbal and written communication skills
- Ability to participate as a team member and collaborate within and outside the team
- Ability to multitask in a fast paced environment
- Demonstrated effective follow up and organizational skills

# Marsh

[www.marsh.com](http://www.marsh.com)

INTERNATIONAL SPONSORSHIP: No

## COMPANY DESCRIPTION:

As a subsidiary of Marsh and McLennan Companies (MMC), a global professional services firm with over \$12 billion in annual revenue and a strong history of profitability and growth, Marsh is the world leader in delivering risk and insurance services and solutions to clients. We provide global risk management, risk consulting, insurance broking, financial solutions, and insurance program management services for businesses, public entities, associations, professional services organizations, and private clients. Marsh is organized by client, industry and risk categories to facilitate the delivery of highly specialized products and services covering a wide spectrum of risks. Specialty practices, which are key elements in Marsh's global client-service capabilities, operate on a worldwide basis.

POSITION TITLE: Summer Risk Analyst

## POSITION DESCRIPTION:

As a Marsh Summer Risk Analyst, you will have the opportunity to work with client team members to offset clients' risks through customized solutions that increase revenue, enhance net income and strengthen the bottom line. You will also have the opportunity to build your knowledge of Marsh, your technical knowledge and your professional skills. Candidates must be highly motivated, demonstrate a strong interest in business and possess superior detail orientation and excellent communication and interpersonal skills. Candidates should also be service-oriented individuals with strong analytical, research, and problem-solving skills. Some previous business experience is preferred. All majors are considered.

LOCATION(S): Multiple US locations

NUMBER OF POSITIONS: 10-15

## POSITION RESPONSIBILITIES:

- Analyze client data and compile research using databases and other computer systems.
- Maintain billing control records and developing budgetary data.
- Participate in the analysis of clients' existing insurance programs and requirements by reviewing current policies and formulating recommendations for customized risk solutions.
- Assist team members with the development of underwriting specifications and preparation of proposal presentations for existing and prospective clients.

## **Marsh**

### POSITION QUALIFICATIONS:

- Must be a U.S. Citizen or have unrestricted authorization to work for an employer in the U.S.
- Progress towards a BA/BS degree with a minimum cumulative overall GPA of 3.0 out of 4.0.
- Must be in sophomore or junior year of an undergraduate program when applying.
- Proficient in Microsoft Office.
- Ability to work in a fast paced team environment with rapidly changing priorities and demands.
- Candidates must be prepared to discuss work location preferences during the on-campus/1st interview.

# Mercer

[www.mercer.com/college](http://www.mercer.com/college)

INTERNATIONAL SPONSORSHIP: No

COMPANY DESCRIPTION: As an industry leader, we provide expert consulting in such areas as defined benefit plans, defined contribution plans, executive retirement and retiree medical plans.

POSITION TITLE: Retirement, Risk & Finance Summer Intern

DIVISION: Retirement, Risk & Finance

## POSITION DESCRIPTION:

Our consultants design long-term retirement benefit programs that help ensure appropriate support for retired employees while respecting an organization's strategy, culture and budget. Our Retirement Financial Management framework, supported by state-of-the-art tools, enables us to produce measurable retirement plan improvements. We also help clients manage plan policies by instituting a robust governance structure that connects policies to strategic business objectives. We have offices in more than 40 countries, and our global actuarial and benefits offerings provide multinational companies with easy access to our broad and deep expertise worldwide. Our Retirement Service Centers allow us to efficiently provide our clients with core services such as recurring valuation work, data calculations and completion of government forms. To prepare for a career path as a retirement, risk & finance consultant, Retirement Consulting Interns can expect client exposure and a high level of responsibility early in their careers.

LOCATIONS: Philadelphia, PA,  
Norwalk, CT  
New York  
New Jersey  
Washington D.C.  
Boston, MA  
And other locations across the United States

NUMBER OF POSITIONS: Open

## POSITION RESPONSIBILITIES:

- Assist clients with the financial measurement of their retirement benefit programs using state-of-the-art software and stochastic modeling tools
- Strategize with clients to develop or enhance their retirement benefit programs
- Analyze client data to track historical and future employment trends and their correlation to retirement benefit programs and funding
- Keep clients up to date on regulated or legislated changes that affect the ongoing administration of their retirement benefit programs

## Mercer

### POSITION QUALIFICATIONS:

- Progress towards a bachelor's degree in actuarial science, math, statistics, economics, finance or another related field
- Minimum GPA of 3.0/4.0
- Availability to work 10-12 weeks during the summer
- Superior analytical, mathematical and project management skills
- A strong command of Excel; a working knowledge of Access is preferred
- A commitment to achieving Society of Actuaries designation as demonstrated by successful actuarial exam progress or other related professional certification
- Excellent interpersonal, verbal and written communication skills
- Strong project management skills, leadership qualities and the ability to work within a team environment
- A high degree of self-direction and the business acumen to work within a rapidly changing environment
- To be eligible for consideration, candidates must be authorized to work in the United States. Please note that at this time, the Company does not intend to sponsor work visas with respect to these positions or to provide these positions as OPT or CPT.
- Please note that, to be eligible for internship consideration, you must still be a currently enrolled student at the time of the internship. If you have completed your degree or will complete your degree prior to Summer 2011, please consider Mercer's other available career opportunities. Mercer is an equal opportunity employer.
- M/F/D/V

# Mercer

[www.mercer.com/college](http://www.mercer.com/college)

INTERNATIONAL SPONSORSHIP: No

## COMPANY DESCRIPTION:

Mercer's Health and Benefits business has the world's most influential benefits brokerage and consulting capabilities. We strategize with clients of all sizes and industries to find benefits solutions that fit their needs. We bring the optimal combination of local-market knowledge and nationally driven best practices. Our innovations translate into superior benefits for clients and distinguish Mercer in the marketplace.

POSITION TITLE: Health & Benefits Intern

DIVISION: Health & Benefits Intern

## POSITION DESCRIPTION:

For large employers, we offer unique solutions that drive health and productivity gains. For smaller employers, we can leverage relationships with vendors to deliver innovative solutions scaled for easy implementation. We deliver broad-based brokerage and consulting services through a national network of client teams that manage client strategy, vendor management, financial reporting, evaluation, administration, regulatory compliance and communication. These teams are composed of benefits specialists who know the health market and are supported by Mercer's world-class resources, including state-of-the-art technologies and a range of world-class information, tools and talent. Our national specialty practices provide thought leadership and breakthrough ideas on:

- Total health management, including consumerism, productivity, absence management, behavioral health and pharmacy
- Global health strategy and brokerage solutions
- Vendor performance and audit
- Life and disability management
- Provider performance, including provider measurement and transparency, high-performance networks and clinical innovation

Each Health and Benefits segment is aligned according to the clients we serve. For example, the Enterprise segment serves clients with 50-500 employees; the Advisory segment serves middle market clients with 500-5,000 employees; and the Consulting segment serves large organizations with more than 5,000 employees. Based on the clients served, any or all of these specialties may be present in a Mercer Health and Benefits business location. Our client focus, integrity, expertise and innovation are why clients choose Mercer. We are also committed to setting the industry standard for ethical and transparent business practices. The first step in your career with Mercer's health and benefits business is as a Health & Benefits Intern, either on the general track or the actuarial track.

LOCATION(S): Philadelphia, PA  
Washington D.C.  
Norwalk, CT  
Boston, MA  
And other locations through the United States

NUMBER OF POSITIONS: Open

# Mercer

## POSITION RESPONSIBILITIES:

As an H&B Intern, you will work closely with senior consultants, partnering with client companies, in the design, financing, pricing and administration of their health and welfare programs. You will review current plan designs, contribution strategies and funding arrangements, and conduct benchmark studies to develop short- and long-term strategic goals that meet your client's benefit and financial needs. Our stimulating and learning-filled environment will help you build strong relationships with your colleagues and our clients.

An H&B Intern can expect to:

- Develop an awareness of the insurance vendor marketplace, plan designs, health care cost factors, and the renewal process for health and group benefit programs.
- Collect, analyze and interpret health care claims and utilization data from vendors/carriers for reporting to the client, including cost projections and evaluation of vendor renewals.
- Coordinate the Request For Proposal (RFP) process on behalf of a client, including collecting and analyzing responses from carriers
- Support consulting team's benchmarking by gathering health benefits data from Mercer's national survey and comparing a client's plan information to other companies by industry or geography.
- Assist senior consultants to review client needs, recommend suitable approaches and help implement benefit program strategies.
- Model employee benefits contributions to meet employer objectives
- Help write and structure client communications, including proposals, reports, spreadsheets and presentations
- Develop project management and consulting skills.

## POSITION QUALIFICATIONS:

- Progress towards a bachelor's degree in business, math, statistics, or liberal arts
- Minimum GPA of 3.0/4.0
- Availability to work 10-12 weeks during the summer
- Strong analytical, mathematical and project management skills
- Proficiency using Microsoft office – Word, Excel, PowerPoint
- Ability to work independently or in a team environment with rapidly changing priorities and demands
- Excellent organizational, interpersonal, verbal and written communication skills
- Strong business acumen paired with intellectual curiosity
- To be eligible for consideration, candidates must be authorized to work in the United States. Please note that at this time, the Company does not intend to sponsor work visas with respect to these positions or to provide these positions as OPT or CPT.
- Please note that, to be eligible for internship consideration, you must still be a currently enrolled student at the time of the internship. If you have completed your degree or will complete your degree prior to Summer 2011, please consider Mercer's other available career opportunities. Mercer is an equal opportunity employer, M/F/D/V

# Munich Reinsurance America, Inc.

[www.munichreamerica.com](http://www.munichreamerica.com)

INTERNATIONAL SPONSORSHIP: No

## COMPANY DESCRIPTION:

Founded in 1917, Munich Reinsurance America, Inc. is one of the largest reinsurers in the United States. Munich Reinsurance America, Inc. has earned the A+ (Superior) financial strength rating from A.M. Best Company—that's among the highest in the industry. Over 1,000 employees serve our clients from our Princeton, New Jersey campus and 5 regional offices located in major cities throughout the United States. As a member of Munich Re's U.S. organization, we offer clients the financial strength and stability that comes with being part of the world's preeminent insurance and reinsurance brand.

## ADDITIONAL COMMENTS:

If you are interested in applying to any of our open internship positions, please visit [www.munichreamerica.com](http://www.munichreamerica.com) and click on the drop down menu under Careers: 1. Click on "Career Search" 2. Under the "Job Type" dropdown box, select "Internship" and hit submit 3. Click on any internship positions that might be of interest. 4. Click "Apply On-Line" to create your profile. 5. Follow the prompts to complete your application. Please note that if you are interested in more than one position, you must apply to each position individually.

# Munich Reinsurance America, Inc.

POSITION TITLE: Risk Governance and Control Intern

DIVISION: Integrated Risk Management

## POSITION DESCRIPTION:

The intern will be exposed to the role of Risk Management in an organization. Responsibilities will require the candidate is engaged with understanding, measuring and monitoring MRAM's Internal Control Framework, compliance with the NAIC Model Audit Rule (SOX), Solvency requirements, and Regulatory requirements. The responsibilities identified are ongoing and a spring board to opportunities in Integrated Risk Management, Auditing, and any function focused on assessing risk. Over the course of the internship, the intern has the opportunity to gain insight to:

- The role of management to set the tone for Risk Management through establishing the organization's Risk Appetite in balance with the responsibilities and effort required to maintain and monitor its control framework.
- Monitoring controls and assessing them for effectiveness.
- How an organization manages gaps and monitors their closure.
- Managing project tasks to successful completion

LOCATION(S): Princeton, NJ

NUMBER OF POSITIONS: 1

POSITION RESPONSIBILITIES: Assist Risk Governance and Control manager with:

- Update of the Risk and Control Assessments
- Migration of the 2011 data into the ICS (Internal Control System) software
- Assist decentral Process Risk Managers with their annual update process
- Review updated Risk and Controls for alignment with the Fraud Risk Assessment initiative
- Support for Regional Business Continuity Management (BCM) projects: Regional Internet Site, Risk Assessment – Threat Analysis

POSITION QUALIFICATIONS:

- Knowledge of Risk (Financial, Compliance, and Operational risks)
- Knowledge of Internal Controls and Control Frameworks
- Familiarity with BCM
- Organization skills and project/task management
- Advanced Excel skills

## **Munich Reinsurance America, Inc.**

POSITION TITLE: Business Analyst

DIVISION: Specialty Markets/SMU

POSITION DESCRIPTION: Interns in the markets / SMU division have the opportunity to develop the skills to perform data analysis in a “real life” situation, as well as achieve a greater awareness of techniques used to analyze an insurance portfolio. The opportunity to perform the task indicated will allow the individual to display if they have the aptitude and interest in future employment in the insurance industry and Munich ReAmerica.

LOCATION(S): Princeton / Plaza II

NUMBER OF POSITIONS: 1

POSITION RESPONSIBILITIES:

- Utilize existing systems to generate reports to perform portfolio analysis
- Analyze data for positive and negative trends
- Develop additional information as instructed to allow more in depth analysis
- Document and present findings
- Special projects involving compiling data or information for analysis or consolidation

POSITION QUALIFICATIONS:

- Strong analytical skills
- Strong computer skills

# Munich Reinsurance America, Inc.

POSITION TITLE: Munich Health Regional Services Intern

DIVISION: Munich Health North America

Position Description: An internship in Munich Health North America division will provide the intern with opportunities to gain insight to the management, oversight and support of a business unit(s). Intern will have actual work duties and deadlines to meet for daily/weekly projects. Position will include corresponding (orally and in writing) with various Munich Health employees in all MHNA offices, as well as in Munich. Interns will gain insight into how businesses operate; how employees must collaborate to solve real world issues; and how to add value as an employee. The intern will be evaluated on critical thinking, organizational skills; interpersonal skills; and ability to assume challenging tasks beyond their comfort.

LOCATION(S): Princeton – Plaza III HealthCare

NUMBER OF POSITIONS: 1

## POSITION RESPONSIBILITIES:

- Perform research on web or legal/regulatory database
- Analyze research and present findings
- Organize MHNA data and procedures
- Liaison with MH employees in NA and Munich

## POSITION QUALIFICATIONS:

- No less than 3.5 GPA (on 4.0 scale)
- Excellent communication skills (oral and written)
- Research skills
- Interest in business, insurance or management.
- Must be organized

# Munich Reinsurance America, Inc.

POSITION TITLE: Junior Business Analyst

DIVISION: Corporate Claims / Runoff Division & EMT Claims

POSITION DESCRIPTION: Our intern's work load and tasks will provide them with experience in contributing a portion to a larger project as well as seeing some projects from beginning to completion within the time they spend with us. They will also learn to work with folks at various levels of the organization. The diversity of assignments will contribute to the intern's professional development by exposing them to various work assignments and reporting relationships. Also, their professional development will be expanded by the Environmental Mass Tort & Runoff Division's collaborative work environments which are based on interdisciplinary teams contributing to common goals within a shared vision.

The teamwork approach and diversified tasks involved should teach flexibility. The internship will allow opportunities for problem solving in a real world environment. It should also assist the intern in determining future employment preferences and career choice considerations within the context of a multidisciplinary work environment. Working closely with the interns will help us spot the qualities important for future employment. In particular, this experience may provide the Runoff Division with insight into factors for consideration in developing a future runoff training program.

LOCATION(S): Princeton, NJ

NUMBER OF POSITIONS: 1

## POSITION RESPONSIBILITIES:

- Assist in the financial analysis of ceding companies within the Runoff portfolio
- Access and report on financial statements and news reports filed by ceding companies
- Assist the Account Executives with their key and target account's strategies
- Assist Account Managers with non-key and target account analysis and special projects
- Assist the EMT Claim Specialists with account claim analysis
- Lead task and time limited project(s), which can be completed during the internship

## POSITION QUALIFICATIONS:

- Incoming juniors or seniors preferred
- Work experience
- Business acumen
- Ability to work with a team
- Strong communication skills

# Munich Reinsurance America, Inc.

POSITION TITLE: ECM / BPM Intern or Business Analyst Intern

DIVISION: Underwriting Services / ECM/BPM

Position Description: The intern will be exposed to, learn and create some of the deliverables that are critical to business projects, specifically around the enterprise content and business process/workflow domain. The intern will gain insight around the ongoing continuous improvement of processes and technology that a business must address to be a successful company. This internship position may identify future candidates for business analyst role within the organization. As part of the ECM/BPM strategy and program, we have determined that we need to raise our employees “digital IQ”. Finding talented individuals who are technology savvy but also can communicate in simple terms with the business is critical for our future.

LOCATION(S): Princeton

NUMBER OF POSITIONS: 1

## POSITION RESPONSIBILITIES:

- Assist with the analysis and creation of workflow metrics and reports
- Assist with the creation of user documentation for workflow tools
- Assist with the business process management documentation (e.g. updates to Adonis business processes for future state)
- Assist with the cleanup of contacts or other document library structures

## POSITION QUALIFICATIONS:

- Strong analytical and problem solving skills – can work with a variety of data to quickly organize and analyze trends
- Collaboration and teamwork skills – can work individually on assignments as well as with a team setting
- Communication skills, written and verbal

# Munich Reinsurance America, Inc.

POSITION TITLE: Reserving Intern

DIVISION: FMR / Corporate Reserving

POSITION DESCRIPTION: Reserving is a foundational skill set required of all actuaries. An internship in this department will introduce the individual to standard actuarial practices and add insight to trends in the industry – both which will enhance their business acumen. Over the course of the internship, interns will have the opportunity to gain insights to the underlying analysis supporting the Outstanding Loss and Loss Adjustment Expenses shown on the Liabilities side of a Balance Sheet for an insurance company. As mentioned earlier, reserving requires the use of fundamental actuarial skills. The skills learned in this department can be utilized in all other aspects of actuarial work.

LOCATION(S): Princeton, New Jersey

NUMBER OF POSITIONS: 1

## POSITION RESPONSIBILITIES:

- Compare current vs prior year loss development triangles of a given reserving segment to identify unexpected data shifts
- Complete the research to explain any identified shifts in data within a given reserving segment
- Provide assistance to analysts in completing a reserving segment study. Tasks will include completing a technical check of computations, running “large loss” reports and researching causes of these losses.
- Other tasks, as assigned, all related to Reserve Study

## POSITION QUALIFICATIONS:

- Problem solving
- Critical thinking
- Mathematical aptitude
- Interpersonal skills
- Willingness and Capacity to learn/try new things

# New York Life

[www.valleyforge.nyloffices.com](http://www.valleyforge.nyloffices.com)

INTERNATIONAL SPONSORSHIP: No

## COMPANY DESCRIPTION:

Being a leader in the insurance and financial services industry for over a century and a half means continually striving for improvement – not resting on our laurels. Ours is a history notable for consistent financial strength, as well as dynamic innovation. New York Life's first priority has always been our policy owners' financial well-being. To keep pace with policy owners' needs, the Company has launched new products, enhanced product features, expanded quality service, and pioneered new technologies. Breaking new ground is part of the New York Life tradition.

POSITION TITLE: Insurance Agent / Financial Advisor

DIVISION: New York Life / NYLIFE Securities

## POSITION DESCRIPTION:

As a licensed agent, you will be responsible for scheduling appointments, meeting with clients, analyzing clients' information, making product recommendations and providing ongoing service. Agents work in the personal and business markets. They can help clients meet their estate, retirement and benefit needs through the insurance and financial products they offer.

LOCATION(S): Berwyn, PA

NUMBER OF POSITIONS: 5

## POSITION RESPONSIBILITIES:

Intern student would encourage taking Life and Health license. As a license agent, you will learn the scripts on how to make phone call scheduling for appointment, you are also will learn how to conduct the meeting with client , train on how to put Financial Asset Analysis together for clients and present to client.

## POSITION QUALIFICATIONS:

We require highly motivated individuals who are willing to invest their time and energy into creating profitable and rewarding careers.

# Northwestern Mutual Financial Network

<http://www.NorthwesternMutual.com>

INTERNATIONAL SPONSORSHIP: No

## COMPANY DESCRIPTION:

Northwestern Mutual is a financial services company that offers a variety of insurance and investment solutions. Since our founding in 1857, through every recession and every economic boom, we've kept our focus on the long term, delivering our clients and policy owners' consistent financial strength year after year. Our financial representatives and interns build lifelong relationships to help clients identify their unique needs in order to provide long-term solutions.

POSITION TITLE: College Financial Representative Intern

DIVISION: Financial Services

## POSITION DESCRIPTION:

Established formally in 1967, Northwestern Mutual's Internship Program has been ranked one of America's "Top 10 Internships" for 14 consecutive years according to Vault Guide yearly publication. As part of the network, The Akers Financial Group offers students the opportunity to work with a financial representative, establish their own business on a part-time basis, earn money based on their energy and ambition, and gain valuable practical business experience in helping people achieve financial security.

LOCATIONS: Newtown, PA and King of Prussia, PA

NUMBER OF POSITIONS: 20+

## POSITION RESPONSIBILITIES:

- Achieve professional independence/Freedom to be your own boss
- Build your own business
- Provide financial security for your clients/create long-term relationships
- Have a positive impact on people's lives
- Unlimited Financial Growth/Income reflects hard work & effort
- Flexibility in scheduling, market focus & product specialization

## POSITION QUALIFICATIONS:

- Full-time student at an accredited college or university
- Self-motivated, well-rounded, and in good academic standing
- Enthusiastic, dedicated to the challenge of helping others
- Integrity and maturity to make financial recommendations
- Able to commit 15 to 20 hours per week during the school year and full-time during the summer
- Natural Market/Marketing skills

## Northwestern Mutual Financial Network

### ADDITIONAL INFORMATION:

- Salary Range: Per Program Period (summer, fall and spring)
- Development Stipend: incentive of up to \$1,000 per program period to learn about the business, develop sales skills and engage in defined college intern training activities
- Productivity Stipend: incentive of up to \$1,000 per program period based on the number of lives written and submitted by the college intern. Interns can earn a \$500 stipend for writing and submitting 5 lives. An additional \$500 for writing and submitting another 5 lives for a total of \$1,000 for 10 lives each program period.
- Commissions: In addition to the development and productivity stipends, interns will earn commissions on their sales. Advantages for Students:
- Actual business experience for their resume
- Assist in narrowing the career selection process
- Develop networking and business relationship skills
- Flexible work schedule
- Jump start program for Northwestern Mutual Career
- State licensing: Life, Health, and (based on performance) Series 6

# Odell Studner

[www.odellstudner.com](http://www.odellstudner.com)

INTERNATIONAL SPONSORSHIP: No

## COMPANY DESCRIPTION:

We are a privately held 3rd generation “family business”, whose roots go back to the 1920’s. Through a series of mergers and acquisitions it eventually became the Clair Odell Group, which in the 1990’s was ranked as one of the country’s 100 largest insurance brokers. The agency was eventually sold to Mellon Bank, which then became part of Citizens Bank. In 2004, Rob and Steve Odell joined with the Lyons Companies and established LyonsOdell and for the next four years enjoyed significant growth in revenue and personnel. In 2008, Steve and Rob Odell along with Geoff Goldwater separated from the Lyons Companies and were joined by one of their former partners, Brett Studner, forming the Odell Studner Group on September 1, 2008. The vision was to take the family business culture and re-establish the company as one of the pre-eminent insurance and risk management consulting firms in the region. Odell Studner, a company founded on professionalism and integrity, will continue to evolve into a much larger and complex organization bringing our clients the most creative solutions that will help them grow their own firms. We will help our clients by crafting a strategic bond between what we do and how we provide it, but will never lose the sense of accountability and responsibility learned from the prior generations.

POSITION TITLE: Assistant Account Manager

## POSITION DESCRIPTION:

Provides support to Account Managers and Account Executives and service to agency clients. The Assistant Account Manager is responsible for support services on all existing and renewed accounts including processing of information, responding to requests, data input, reviewing, and preparation activities of data.

LOCATIONS: Radnor, PA

NUMBER OF POSITIONS: 1

## **Odell Studner**

### POSITION RESPONSIBILITIES:

- Service customer accounts including rating, quoting new and renewal risks.
- Contact insurance carriers on an as needed basis.
- Process rating and endorsements on insurance carrier's websites.
- Help to complete renewal applications with the insured.
- Create premium allocation spreadsheets and prepare policies and proposals binders.
- Request loss runs from insurance carriers or from their websites.
- Prepare customer correspondence including proposal, coverage Summary, certificates of insurance, binders, ID cards, cancellations, letters, etc.
- Respond to customer's inquiries regarding policies & coverage.
- Initiate, screen and prepare policy and endorsement requests for issuance and ensure prompt delivery.
- Review policies and endorsements for accuracy; report errors to insurance companies for connection.
- Interface with Account Managers and others to obtain and deliver information, quotations, policy changes, etc. as necessary.
- Input and update customer and policy information in agency management system.
- Process agency invoicing and assist to resolve billing discrepancies for assigned accounts.
- Assist Department Manager on an as needed basis.
- Prioritize workload and/or request for assistance as required.
- Maintain accurate and updated suspense file.
- Assist in cross selling accounts.
- Keep team members fully informed of important activities on their accounts including being sensitive to potential problems.
- Provide phone/fax/e-mail back up to team members.

### POSITION QUALIFICATIONS:

- Excellent communication skills.
- Able to take direction and learn from others.
- Knowledge of MS Word (Word, Excel, Outlook).
- Strong organizational skills.
- Hold insurance license in property & casualty insurance.
- Four year college degree or comparative on the job experience within Insurance/business industries.

# Philadelphia Insurance Companies

<http://phly.com>

INTERNATIONAL SPONSORSHIP: No

## COMPANY DESCRIPTION:

Philadelphia Insurance Companies is a team of motivated, high achievers committed to delivering innovative products and unsurpassed service to niche insurance markets. By maintaining a disciplined approach to business, we provide greater security for our policyholders and superior value for our shareholder. We believe that integrity and mutual respect are the foundation of long-term and fulfilling relationships with our employees, customers, and business partners.

## Philadelphia Insurance Companies

POSITION TITLE: Underwriting Intern

DIVISION: Underwriting

**POSITION DESCRIPTION:**

This internship is available to hard working students interested in business, especially in the insurance field. Also, as part of the program you will learn about various aspects of the insurance business from leaders in each area, participate in community service projects, team building activities, and develop resume writing and career building skills!

LOCATIONS: Bala Cynwyd, PA

NUMBER OF POSITIONS: Unspecified

**POSITION RESPONSIBILITIES:**

The internship will require students to compile data and perform routine clerical tasks to assist underwriter with minor administrative detail. Review correspondence, records and reports to select routine matters for processing. Input proposals into PATH and run PATH reports. Set up and maintain policy-renewal system for underwriter. Will follow-up with agents/brokers/Marketing Reps. Maintain knowledge of Company workflow, procedures and products.

**POSITION QUALIFICATIONS:**

Students applying to this position should be available full-time throughout the 2012 summer (this is a 10 week program but internships can run longer). Candidates should be well organized, great communicators interested in the insurance industry. Risk management or business majors a plus.

## Philadelphia Insurance Companies

POSITION TITLE: Marketing Intern

DIVISION: Marketing

POSITION DESCRIPTION: We offer a comprehensive benefit package, which includes tuition reimbursement and a generous 401K match. Our rich history of outstanding results and growth allow us to focus our business plan on continued growth, new products, people development and internal career opportunities. If you enjoy working in a fast paced work environment with growth potential please apply online.

NUMBER OF POSITIONS: Unspecified

POSITION RESPONSIBILITIES:

- Complete training on PHLI products and marketing modules
- Access and update our client database
- Contact and communicate with existing and potential clients through phone calls and email campaigns
- Receive and review submissions of business
- Provide information on cross-selling products
- Work alongside professionals
- Complete general office tasks

POSITION QUALIFICATIONS:

Candidates should be interested in a career in sales/marketing especially within the insurance industry. All applicants must be motivated and hardworking. Marketing majors preferred but all candidates with the above qualities should apply!

# Rutherford, a Marsh & McLennan Agency LLC Company

[www.rutherford.com](http://www.rutherford.com)

INTERNATIONAL SPONSORSHIP: No

## COMPANY DESCRIPTION:

Founded in 1916, Rutherford is one of the largest risk management and insurance brokerage firms in the United States, with 10 offices from Philadelphia to the Gulf Coast region and client operations in all 50 states and more than 80 countries. Rutherford provides exceptional expertise and service to a broad portfolio of clients in commercial property and casualty insurance, risk management, surety, employee benefits, and personal insurance. Rutherford is a Marsh & McLennan Agency LLC company.

POSITION TITLE: Intern

LOCATIONS: Multiple

NUMBER OF POSITIONS: 3-6

## POSITION RESPONSIBILITIES:

- Responsible for learning and developing tangible skills in the area of Insurance and Risk Management.
- Successful completion of goals and objectives set forth by the individualized Intern Plan.
- Follows Intern Plan through to completion with guidance from the mentor. Demonstrates a high level of intellectual curiosity and willingness to learn the business.
- Consistent and punctual with the submissions of the work assignments to the mentor.
- Completes weekly activity report and other forms required as learning tools.
- Relays and applies knowledge acquired in the academic setting to the company setting.
- Participates in office, carrier, and/or client meetings as requested.
- Develops and maintains professional relationships with company employees, clients, and carriers.
- Provides assistance to other employees and performs various administrative and other duties as needed.

## POSITION QUALIFICATIONS:

- Adheres to company policies, procedures and rules governing professional staff behavior and abides by company policies governing the observation of confidentiality and the handling of confidential information.
- Interacts with high level clientele and members of the organization in a positive professional manner.
- Maintains accountability for his/her actions and activities, both personally and professionally.

# Towers Watson

[www.towerswatson.com](http://www.towerswatson.com)

INTERNATIONAL SPONSORSHIP: Yes

## COMPANY DESCRIPTION:

Towers Watson is a leading global professional services company that helps organizations improve performance through effective people, financial and risk management. With 14,000 associates around the world, we offer solutions in the areas of employee benefit programs, talent and reward programs, and risk and capital management.

POSITION TITLE: Health and Group Benefits Intern

DIVISION: Health and Group Benefits

## POSITION DESCRIPTION:

The complexity, costs and risks associated with employee benefits pose an increasing threat to business performance. An enterprise-wide strategy for managing benefits gives our clients the framework to develop programs that work in concert to help attract and retain top talent in a cost-effective manner — so they can offer benefits that give them a competitive edge while meeting the needs of their employees. Our Health and Group Benefits team provides advice on the strategy, design, financing, delivery, ongoing management and communication of health and group benefit programs.

LOCATIONS: Various including Philadelphia

NUMBER OF POSITIONS: Multiple

# Towers Watson

## POSITION RESPONSIBILITIES:

As a Health and Group Benefits Intern, you will work beside some of the industry's top consultants while you progress toward becoming a thought leader of the future. You will have immediate exposure to real client assignments which will draw on your imagination and creativity as well as your ability to analyze data, draw conclusions and present results. These experiences will help build your technical knowledge and overall industry expertise. Your main responsibilities will be as follows:

### *People*

- Build relationships internally and collaborate effectively on cross-functional teams

### *Client*

- Partner with consultants to provide support on client projects involving the design, funding, pricing, implementation and management of a full array of health and group benefit programs
- Help our clients ensure that their health and group benefit programs are competitive by performing competitive benchmarking analysis of benefit plan designs
- Prepare savings/cost projections and financial modeling of plan design alternatives
- Value retiree plans to comply with regulations
- Assist in the preparation of financial/budget projections, including rate development
- Increase efficiency within client teams by identifying ways to improve processes
- Demonstrate natural ease and effectiveness when dealing with clients/colleagues at all levels

### *Financial*

- Contribute to sales and marketing efforts by supplying information for proposals

### *Excellence*

- Develop technical knowledge and skills in the area you have chosen to focus on
- Deliver on projects to meet or exceed client expectations

## POSITION QUALIFICATIONS:

- Junior standing (sophomore considered with other relevant internship experience) pursuing a Bachelors or Masters degree in mathematics, statistics, finance, public management, healthcare management or any other major with significant quantitative course work with a minimum overall GPA of 3.2.
- A leader; proactively takes initiative
- A problem solver; able to identify and solve challenging problems
- Analytical; able to draw conclusions from data in a logical, systematic way
- Conceptual; ability to go beyond the details and see the big picture
- Results-driven; focused on achieving results that promote business success
- Communicator; displays strong oral, written and public speaking skills
- Committed to quality; continuously works to achieve the highest quality standards
- Team player; Ability to work independently as well as in a team
- Strong computer skills

## **Towers Watson**

**ADDITIONAL INFORMATION:**

Interested candidates should submit their resume/application to our website at [www.towerswatson.com/careers](http://www.towerswatson.com/careers) . Select the “Search and apply for jobs” button and select the University page. Scroll to the bottom of the job search screen and enter in 9192 into the Search by Job ID field then click search. Towers Watson is an EEO/AA Employer, M/F/D/V

## The Travelers Companies, Inc.

[www.travelers.com/studentgrads](http://www.travelers.com/studentgrads)

INTERNATIONAL SPONSORSHIP: No

### COMPANY DESCRIPTION:

Travelers offers a wide variety of property & casualty insurance and surety products, as well as risk management services, to numerous types of businesses, organizations and individuals. Our products are distributed primarily through U.S. independent insurance agents and brokers. Travelers is a Fortune 100 company, with 2011 revenues of \$25 billion and total assets of approximately \$105 billion. The company employs approximately 32,000 individuals over 220 locations across the country, including its main offices in Hartford, Conn., New York City, N.Y. and Saint Paul, Minn. Recognized by BusinessWeek as a Best Place to Launch a Career and Best Internship, Travelers offers tremendous opportunities for students and new graduates.

# The Travelers Companies, Inc.

POSITION TITLE: Product Pricing Development Program Intern

DIVISION: Product Pricing

## POSITION DESCRIPTION:

Product pricing in Travelers terms is really the science behind marketing and focuses on quantitative skills over qualitative. As a Product Pricing Development Program Intern you will play an integral role in the Product Management Organizations of Travelers!

Product Management provides interns with the opportunity to participate in a wide variety of fast paced projects and trainings.

Interns are assigned to a specific Product Management Team throughout the summer. Supervisors on the team will provide interns with a variety of projects while teaching the ins and outs of Personal Insurance and Business Insurance-Select Accounts.

In addition to project assignments, you will participate in technology, insurance, and leadership trainings, a mentor program, executive speaker and networking events, and Capstone Projects and presentations. All our internships are designed to be developmental, and top performers will be given the opportunity to interview for full-time positions upon graduation.

## LOCATIONS:

- Hartford, CT

NUMBER OF POSITIONS: Multiple

## POSITION RESPONSIBILITIES:

- Quantifying the impact of pricing and underwriting decisions
- Participating in the negotiation of pricing decisions with various distribution channels
- Applying various actuarial concepts to calculate rate indications and other statistical data to
- make recommendations for adequate pricing of products
- Preparing pricing support models and templates
- Analyzing the marketplace first hand, as well as through competitor and industry data
- Responding to Department of Insurance inquiries
- Building and monitoring local agency strategy and performance
- Participating in knowledge sharing and group development activities with peers

## POSITION QUALIFICATIONS:

- Undergraduates studying for degrees in Risk Management Insurance, Finance, Economics,
- Mathematics, Actuarial Science, Computer Science, Engineering, Accounting and/or
- Statistics with a preferred GPA of 3.2 or greater
- Experience with MS Access or Excel is a plus.
- Ideal candidates will have the ability to deal with concepts and complexity comfortably, and
- Ability to drill down information and draw conclusions.

## **The Travelers Companies, Inc.**

### ADDITIONAL INFORMATION:

We are looking for individuals that want to grow with us. If you are looking for a fulfilling training and development experience, this program is for you!

# The Travelers Companies, Inc.

POSITION TITLE: Business Insurance Underwriting Professional Development Program Intern

DIVISION: Commercial Underwriting – Business Insurance

## POSITION DESCRIPTION:

The Business Insurance Underwriting Professional Development Program provides qualified students with an excellent opportunity to gain first-hand experience receive valuable on-the-job training and learn more about the property & casualty insurance industry. Each intern will be expected to complete challenging and meaningful project work over the course of this program. In addition, there are core assignments and a designated coach to further develop interns' knowledge of insurance underwriting, sales and marketing.

## What Exactly is an Underwriter?

Insurance is the contractual transfer of financial risk from one party to another. Underwriters (Account Executives) are the heart of the insurance process, gathering and researching pertinent information and then using finely tuned analytical skills to evaluate the acceptability of business and institutional risk. However, underwriters are more than just analysts – they are the core relationship builders with our agents and clients. They are responsible for managing a profitable portfolio of business through our distributing agents and brokers. An underwriting career includes a dynamic blend of analytical and marketing skills – it's challenging, stimulating and a superb career choice.

## LOCATIONS:

Blue Bell, PA  
Morristown, NJ  
Hartford, CT

NUMBER OF POSITIONS: Multiple

## POSITION RESPONSIBILITIES:

Qualified students will have an excellent opportunity to gain first-hand experience, receive valuable on-the-job training and learn more about the insurance industry. Each intern will be expected to complete challenging and meaningful project work over the course of this program. In addition, there are core assignments and a designated coach to further develop your knowledge and help you understand and train for a future UPDP position.

## POSITION QUALIFICATIONS:

Because the Underwriting Development Internship Program is itself complex and dynamic, we welcome applicants that have a variety of majors, backgrounds and experiences.

- Preferred cumulative GPA of 3.2 or above
- Undergraduate students completing their Junior year
- Working knowledge of Microsoft Office
- Strong verbal and written communication skills
- Strong analytical skills
- U.S. Citizen and Permanent Resident – No Sponsorship Required

# Trion

[www.trion.com](http://www.trion.com)

INTERNATIONAL SPONSORSHIP: No

## COMPANY DESCRIPTION:

Trion is an employee benefits consulting firm headquartered in Conshohocken, PA with 10 offices across the country. Trion has changed the way employers buy and manage employee benefits, helping hundreds of companies reduce costs and maximize the value of their health, life, disability and voluntary programs. Through a unique fusion of consultative expertise, brokerage purchasing power, administrative support and internet technology, Trion develops innovative benefit solutions for local, regional and Fortune 1,000 companies.

POSITION TITLE: Underwriting Intern, possibly others

DIVISION: Consulting - Core and Large Market

## POSITION DESCRIPTION:

The Underwriting Intern will report to Molly Minardi, Underwriting Manager. He/she will work to support all our consulting initiatives. The selected candidate will be responsible for the development and execution of projects and will help support our internal technical needs and external client needs.

The *Underwriting Intern* must be interested in learning how to evaluate financial proposals from the ground up. They must have the insight and initiative to take concepts and ideas from the infancy stage through final implementation and execution. This position will help to support key market segments and prospect opportunities via data collection and underwriting analysis. This individual must have a basic understanding of health and welfare benefits, be confident and resourceful.

If you are excited about developing, learning, and growing in the underwriting field and are serious about gaining experience and success, this may be the opportunity for you.

## LOCATIONS:

King of Prussia, PA  
Conshohocken, PA

NUMBER OF POSITIONS: 2

# Trion

## POSITION RESPONSIBILITIES:

- Pre-renewal analysis and gathering of pertinent underwriting information for account specific projects.
- Develops information and recommendations, based on the account analysis that will be used as the basis for the renewal strategy.
- Determines pricing strategy in conjunction with lead underwriter.
- Coordinates the renewal process for the lead underwriter.
- Reviews submission information with the lead underwriter.
- Build and maintain models to assist in the economic analysis of market alternatives.
- Analyzes and coordinates the new business and renewal quoting process for the team.
- Organize file activity
- Other related duties as assigned.

## SPECIFIC PROJECT OVERVIEW

- Underwriting Tools – learn about various resources to assist in the Underwriting Process
- Underwriting Techniques – exposure to various funding alternatives and the cost implications to employer groups
- Budget Projections – prepare exhibits and illustrations used to develop various financial strategies for employer groups

Under the direction of the senior Underwriting team, the right candidate will be able to take, real-world underwriting analysis, technical training classes, and hands-on training, synthesize it and gain valuable experience and knowledge.

Key takeaways include:

- Fundamental Underwriting Techniques
- Project management
- How to work in a team environment

# Trion

## POSITION QUALIFICATIONS:

- Candidate must demonstrate high level of integrity, common sense, and professional maturity.
- Must be an Insurance and Risk Management major or related field, and have knowledge of basic health and welfare principles.
- Demonstrate the core competencies of Trion™: innovative outlook, strategic thinking, power of analysis, ability to communicate, learn quickly, and intelligently interpret instructions.
- Ability to subscribe to and support the Trion™ model, corporate values and cross-functional teams.
- Ability to perform and work independently or in a team environment.
- Outstanding communication skills – oral, written, presentation, computer
- Strong organization and problem solving skills.
- Strong computer literacy (MS Word, Excel (pivot tables), PowerPoint, Access a plus)

## ADDITIONAL INFORMATION:

If you are looking for an opportunity to join a company that offers great learning, personal and professional growth potential, and a position that is both challenging and rewarding, we would like to hear from you. For immediate consideration, please send a resume to [HR@trion.com](mailto:HR@trion.com).

# Westfield Group

[www.westfieldinsurance.com](http://www.westfieldinsurance.com)

INTERNATIONAL SPONSORSHIP: Generally, Westfield does not sponsor international students for full time employees but do so for interns in conjunction with the university.

## COMPANY DESCRIPTION:

Westfield is an insurance, banking and related financial services group of businesses. Our mission is to provide peace of mind to our customers through our various financial services. We are one of the country's largest regional property & casualty insurers, providing commercial and personal insurance, surety policies, banking and mortgage services to customers. Westfield's success is built on over 160 years of relationships, including the one with our employees. We provide peace of mind to commercial and personal insurance customers in 31 states. We have nearly 40 offices throughout the country with over 2,200 employees contributing to the success of our group of companies. Through open communication and empowerment, employees know the value of their contributions and have the opportunity to achieve their true potential.

## Westfield Group

POSITION TITLE: Personal Lines Underwriting Interns

DIVISION: Personal Lines

POSITION DESCRIPTION:

Intern will be involved in projects aligned with department strategy, BI and key 2012 initiatives (new business contest, Series conversion project, Interchange program and USU analysis)

LOCATION(S): Westfield Center, OH

NUMBER OF POSITIONS: 2

POSITION RESPONSIBILITIES:

Tracking, book analysis, agency follow-up, and working with BI

POSITION QUALIFICATIONS:

- Junior or Senior standing
- Minimum GPA 3.0

## Westfield Group

POSITION TITLE: Claims

DIVISION: Claims, Lancaster Service location

POSITION DESCRIPTION:

Assist with the claims strategy project, specifically in the area of communication and change management, Claims Strategy project work including marketing, web design and maintenance, newsletter design, survey collection and analysis, etc.

LOCATION(S): Lancaster, PA

NUMBER OF POSITIONS: Unspecified

POSITION RESPONSIBILITIES:

Improve and continue to build out intranet site for claims

Develop a newsletter for updates to the claims project. Assist with communications sent to employees, agents and customers

POSITION QUALIFICATIONS:

- Completion of junior year of college
- Minimum GPA 3.0

# Westfield Group

POSITION TITLE: Agribusiness Research & Development Intern

DIVISION: Agribusiness

**POSITION DESCRIPTION:**

Special projects and research around our ABD strategy, industry findings and analysis, work in our segments, technical process flow work needs, BI report review, creation, analysis, documentation management. Other work needs may come up during the course of the internship. We hope to have someone with experience to review our segments and strategy and provide input, suggestions, ideas and feedback.

LOCATION(S): Westfield Center, OH

NUMBER OF POSITIONS: Unspecified

**POSITION RESPONSIBILITIES:**

- Agency signature retention program – review and audit
- Review and SWOT of current ABD Strategy Document
- ABD Segment project work
- Special assignments for customer research
- Marketing material package creation
- Working to organize and establish document management processes in our shared drive
- BI report work and analytics interpretation
- Document management guidelines and rules establishment
- USDA and other industry reports and the impact and analysis to our strategy
- Other special projects and assignments to be determined based on individual skill set/experiences

**POSITION QUALIFICATIONS:**

- College junior / senior
- Minimum GPA 3.5

## Westfield Group

POSITION TITLE: Marketing Intern

DIVISION: Westfield Bank and Country Club

POSITION DESCRIPTION:

Marketing coordination, online research, event coordination and social media networking.

LOCATION(S): Westfield Center, OH

NUMBER OF POSITIONS: 2

POSITION RESPONSIBILITIES:

- Research competitor bank website designs, mobile banking products and social media networks; Provide suggestions for Westfield Bank
- Provide input for Westfield Bank social media content, including LinkedIn, Facebook, Twitter and blogs
- Assist with event marketing coordination, including golf outings and all other special social events by Westfield Bank
- Assist with high school sports advertising sponsorships; 15-18+ schools in three counties
- Update media contact list for Westfield Bank; write and distribute news releases, as necessary
- Perform other functions as assigned to support sales and operations

POSITION QUALIFICATIONS:

- College junior / senior
- Minimum GPA 3.5

# Westfield Group

POSITION TITLE: Community Investment Intern

DIVISION: Community Investment

**POSITION DESCRIPTION:**

The intern will be exposed to programs offered through CI department including but not limited to Habitat for Humanity, WeCare, Scholarship, Volunteer Grant Program and teen driver programs. Writing skills will also be called upon to assist with internal and external communications including social media.

LOCATION(S): Westfield Center, OH

NUMBER OF POSITIONS: Unspecified

**POSITION RESPONSIBILITIES:**

- Assist with teen driver programs (dates TBD; on-site work could include some weekends – flex hours will be arranged or overtime will be paid. Some event coordination)
- Assist in the coordination of employee team volunteer projects
- Assist with various communications such as Intranet articles, press releases and employee communications in partnership with marketing department.
- Tracking system for computer donation program
- Administer the Volunteer Grant Program
- Assist in event coordination for Malone\* Westfield Scholarship Golf Classic (July 12)
- Administrative duties as needed

**POSITION QUALIFICATIONS:**

- College junior / senior
- Minimum GPA 3.5

# Westrope

[www.westrope.com](http://www.westrope.com)

INTERNATIONAL SPONSORSHIP: No

## COMPANY DESCRIPTION:

Westrope is among the largest national wholesale insurance brokerages in the U.S. We handle difficult-to-place, specialized and unique exposures in commercial property, casualty, life sciences, transportation, construction, executive liability, agribusiness, and workers' compensation. With 7 offices around the country, Westrope is headquartered in Kansas City, MO. and serves clients in the U.S. and global markets.

POSITION TITLE: Summer intern

## POSITION DESCRIPTION:

During our summer internship program, we offer our Interns an interactive, hands-on experience with our Broker teams. By the time the internship is concluded, our Interns have gained an understanding of a large-scale national wholesale brokerage operation.

This is not a summer job - - it's a career opportunity. Past graduates hired by Westrope were participants in our summer internship program. All intern and future employment opportunities are in the Kansas City, MO office.

Our internship program last for 8 weeks, and begins the first week in June.

LOCATIONS: Kansas City, MO headquarters

NUMBER OF POSITIONS: To be determined

## Westrope

### POSITION RESPONSIBILITIES:

Most of our Interns' time is evenly split between our Casualty Team and Property Team with nominal time spent in Quality/Auditing Processes, Surplus Lines Taxes/Premium Accounting, and Claims. Our internship activities include a combination of observing and doing meaningful, account-related work. Following training of specific concepts and processes of commercial insurance, our past interns, with supervision, have:

- Processed endorsements and prepared forms for binding coverage
- Calculated minimum earned premium
- Created illustrations for complex layered property programs
- Updated Statements of Values
- Evaluated loss runs and reviewed loss summaries
- Prepared new business market submissions for both property accounts and casualty accounts
- Learned fundamentals of General Property, Inland Marine, Builders Risk
- Learned fundamentals of GL, Umbrella, Commercial Auto (large scale transportation), Products Liability, Railroad Protective
- Checked policies for accuracy and completeness
- Performed commercial coverage analyses
- Pre-qualified new business opportunities for brokers
- Additionally, our interns sit in on meetings with retail brokers and our markets, and attend various presentations. Our Interns learn far more than a fundamental grasp of the basic concepts of the excess and surplus lines business from a wholesale brokerage perspective.

### POSITION QUALIFICATIONS:

- Risk Management Major
- Dec 2012 & May 2013 RMI graduates only