

Randall C. Mims
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West Chester, PA 19382
(610) 716-9836

Biography

December, 2003 – Present

Consultant, West Chester, PA

Work with a variety of entities within the insurance industry, including insurance companies, underwriting managers and self-insurers, to improve business practices and increase net profit. Examples of projects include:

- Review reinsurance agreements for Property, Casualty, Accident and Health, Surety, and Captive Arrangements.
- Develop financial pro-formas illustrating effects of reinsurance on net volatility, profitability, and capital.
- Recommend reinsurance structures which maximize corporate capital and meet specific corporate needs.
- Lead reinsurance placement negotiations.
- Develop business plans and underwriting guidelines for specific business units and products.
- Perform underwriting and claims department operational reviews.
- Perform Property/Casualty underwriting and claims file reviews.
- Develop Management Information Reports to monitor underwriting profitability.
- Participate in discussions with Outside Actuaries concerning Third Party Reserve Studies.
- Structure Loss Portfolio Transfers.
- Provide general consultation to senior management concerning company operations.

July, 1992 – December, 2003

Senior Vice President, Aon Re, Philadelphia, PA

Responsible for leading a team and managing placements totaling approximately \$500 Million in annual ceded premium in Property, Casualty, Professional Liability, Marine, and Surety lines of business. Clients included Major Stock, Excess and Surplus Lines, and Regional carriers. Coordinated renewal placement resources across the East Coast region's five branches. Led new business presentation teams.

January, 1988 – July, 1992

Assistant Vice President, Sullivan Payne Co., Philadelphia, PA

Placed Property, Casualty, and Professional Liability reinsurance treaties for Major Stock, Excess and Surplus Lines, and Regional carriers. Responsible for development of presentations, slip preparation, placement negotiations, and contract preparation.

January, 1986 – January, 1988 **Underwriter, Reliance Insurance Company, Philadelphia, PA**

Assisted Territory Managers in underwriting Property and Casualty branch referrals. Trained branch underwriters. Conducted branch office underwriting audits. Audited and refined branch procedures.