

Hi. I'm Eric.

VICE PRESIDENT, PROPERTY & CASUALTY TREATY BROKING,
CHICAGO

ALL ABOUT ME

I am a member of the Property & Casualty treaty broking team based in Chicago. Prior to joining Guy Carpenter in 2013, I worked in the Client Development and Production units at Aon Benfield (beginning my reinsurance career at Benfield). I earned a BSBA in Marketing from The Ohio State University's Fisher College of Business, and played on the men's varsity soccer team. While working at Guy Carpenter, I obtained my MBA from Duke University's Fuqua School of Business. I am also on the Midwest Division Associate Board for the Insurance Industry Charitable Foundation (IICF).

MY ROLE ASPIRATIONS

My current role is mostly designing and placing reinsurance programs for global, national and regional insurance companies, and working with clients on projects outside the reinsurance transaction. I also actively develop new business. Looking ahead, my career aspirations are to continue to provide value to Guy Carpenter and deliver results to our clients. I intend to continue working with our key global clients with a focus on property reinsurance solutions.

WHY I CHOSE (RE)INSURANCE

I was attracted to reinsurance broking because it enables me to apply both interpersonal and analytical skills, and work with a team as a client advocate in a manner similar to consulting, all within a dynamic, fast-paced global market. This career appealed to my interest in international business by offering opportunities to trade and place deals across major global economies. Also, this industry is interesting because it is relationship-driven with frequent interactions with key decision makers, and the work has a meaningful impact on company results. My daily work is challenging and rewarding, and ultimately has a positive social impact.

WHAT SURPRISED ME MOST?

The extent to which the role of the reinsurance broker and our industry have evolved has been both surprising and exciting. Broker responsibilities have expanded to respond to emerging issues and in anticipation of future business environment demands. As an example, with the influx of alternative sources of capital and advances in data analytics, opportunities continuously present themselves to tackle new projects and develop innovative solutions. As the industry continues to become more technical and advanced, the multifaceted role of the reinsurance broker will further evolve, and we will adapt our strategies to provide value to clients.

