

PETER E. DUNN

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Interested in leveraging a unique collection of skills and experiences in a Senior Leadership role with a solid national or regional organization, carrier or agency/brokerage. Skilled in Underwriting, General Management and Business Development/Marketing.

Summary of Experiences

- **MIDDLEOAK - Middletown, CT** 2009-2015
Senior Vice President, Alternative Distribution & National Marketing
President, Dauntless Specialty Brokerage
 - Achieved a 13:1 return on total invested marketing dollars.
 - Created new wholesale/aggregator distribution function in 2010 focused on accelerating profitable premium growth.
 - Drove percentage of company's new commercial premium from 10% to 35% & new policies from 15% to 45%.
 - Led top line growth of in-house brokerage an average of 25% 2012-2014.
 - Developed unique online community for owners/managers of multi-family housing.
- **Kelleher & Sadowsky Associates, Inc. - Worcester, MA** 2005-2009
Commercial and Industrial Real Estate Broker
 - Successfully started a commercial & industrial real estate practice from scratch.
 - Gained true entrepreneurial capabilities and transactional negotiation/sales skills.
- **Liberty Mutual Group - Boston, MA** 2002-2005
Senior Vice-President & Chief Underwriting Officer, Agency Markets
 - Led Commercial & Personal Lines Underwriting and Product related disciplines, including Premium Audit, Loss Control, Systems Support & Residual Markets.
 - Nearly \$4 billion combined Commercial and Personal Lines written premium.
 - Developed Underwriting Best Practices and upgraded audit process resulting in improved quality and consistency of Underwriting discipline across companies.
 - Drove a broad update of the Commercial Lines product portfolio, with all proprietary and bureau forms refreshed for the first time in nearly 10 years.
 - Led the charge to upgrade a dated and underperforming Personal Lines model by accelerating deployment of automated underwriting & pricing.
- **Safeco Insurance - Seattle, WA** 1997-2001
Joined Safeco via the 1997 acquisition of American States Insurance.

Senior Vice-President - Atlantic Zone Field Operations, 2000-2001
 - Led P&C field operations for the Eastern half of the United States.
 - \$2+ billion Commercial & Personal premium; 6 regional offices, 2,000 employees.
 - Recognized for success in bridging post-acquisition trust gaps between functions/employees of both pre-acquisition companies.
 - Key role in strategic and operational planning that resulted in sweeping organizational consolidations during 2001.

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Regional Vice-President - Hartford, CT, 1998-2000

- Selected to build new multi-line regional office from scratch.
- Over \$250 million Commercial & Personal Lines written premium, 300 employees (200 employees transferred/hired and trained first 9 months of operation).
- Built 6 regional functions from the ground up, while consolidating two post-acquisition companies, their cultures, procedures, processes and agency plants.
- Most profitable of 13 regions 1998-2000.

- **American States Insurance - Indianapolis, IN** 1988-1997
Joined American States via the 1988 acquisition of Covenant Insurance.

General Division-Regional Management, 1995-1997

- Indiana Division ('95-'96, \$170 million) & Great Lakes Region ('96-97, \$450 million).
- Led turnaround of Indiana Division from amongst the lowest ranked carriers based upon 1995 P.I.A. survey to Company of the Year in 1996.
- Led consolidation of 5 division offices into new Great Lakes Region in 1996.
- First of 4 regions to complete capabilities-based transition with no overall disruption in key agency relationships, underwriting quality or bottom-line results.

Assistant Vice-President - Product Management, 1990-1994

- Home office Underwriting, Pricing Coordination, Product Management, Audit, Residual Markets & Regulatory-Legislative Compliance for Western third of the United States and New England.
- Over \$400 million in written premium ... 18 states ... 7 division offices.
- Led re-design of company's rate-making process, resulting in greatly reduced cycle time and record setting rate-related revenue generation (\$90+ million in rate in 1992).
- Recognized by Chairman as role model for attitude, commitment & team play.

Consolidation Director and Underwriting Manager, 1988-1990

- Selected to lead local (non-systems) integration of newly purchased Covenant Insurance. Complete operational success.
- Absorbed Underwriting Manager role in 1989 before advancing to home office 1990.

- **Covenant Insurance - Hartford, CT** 1987-1988

Second Vice-President and Director - Product Management

- Responsible for Underwriting, Pricing Coordination & Product Management.
- Brought all company filings into full regulatory compliance. Improved rate filing cycle time, resulting in 20% increase in average revenue per change.

- **Allstate Insurance - Farmington, CT** 1981-1987

- Various staff & management positions in Underwriting and Controller functions.
- Management Rotational Development Program: Underwriting, Controller, Operations, Human Resources, Claims, and Sales.

Education

- College of the Holy Cross - Worcester, MA - BA, Economics - Class of 1980
 - CPCU - 9 parts
 - Wharton Executive Management Program - 1999
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