

## **PETER E. DUNN**

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### **BUSINESS DEVELOPMENT ♦ GENERAL MANAGEMENT ♦ UNDERWRITING**

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#### **EXECUTIVE SUMMARY**

Experienced professional who has successfully leveraged a unique, functionally diverse collection of skills and experiences in Senior Leadership roles within solid national-regional carriers and in agency-brokerage settings. This, combined with first-hand experience in commissioned sales, creates a valuable "360 degree" view of the business.

#### **REPRESENTATIVE PROFESSIONAL ACCOMPLISHMENTS**

- Increased proportion of new commercial premium generated through wholesale and aggregation outlets from 10% to 35% and new policies from 10% to 45% by developing and implementing a plan to create a new alternative distribution function.
- Co-led a year-long strategy initiative to identify drivers of distributor and buyer behavior, resulting in company adopting a new strategy in its largest business segment.
- Achieved highest profitability and growth of 13 regions within 3 years by opening a new multi-line regional office from scratch in the Northeast and Mid-Atlantic territory with 300 employees.
- Improved focus on performance expectations by implementing a high velocity cultural change in the territory encompassing the eastern half of the United States.
- Modernized a dated product line-up resulting in a competitive commercial lines product portfolio, while concurrently leading development and implementation of comprehensive, first-ever Underwriting Best Practices to ensure profitability within regional companies.
- Recognized for success in bridging post-acquisition trust gaps between functions/employees of both pre-acquisition companies.
- Participated in strategic and operational planning during a time of corporate crisis that resulted in sweeping organizational consolidations.
- First of 4 regions to complete capabilities-based field office consolidation with no overall disruption in key agency relationships, underwriting quality or bottom-line results.
- Greatly reduced cycle time and drove record setting rate-related revenue generation through leading the company in the re-design of the rate-making process (\$90+ million in first year).

#### **PROFESSIONAL EXPERIENCE**

**MiddleOak**, Middletown, CT

**2009 - 2015**

*Senior Vice President,*

*Alternative Distribution (wholesale and aggregator outlets)*

*National Marketing*

*President,*

*Dauntless Specialty Brokerage*

- Accelerated profitable premium growth by creating new wholesale/aggregator distribution function.
- Achieved a 13:1 return on total invested marketing dollars.
- Led top line growth of \$25,000,000 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.
- In an entrepreneurial environment, developed enhanced prospecting, lead-nurturing, negotiation and closing 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.
- Responsible for \$4 billion combined Commercial and Personal Lines written premium.
- Drove development and implementation of comprehensive, first-ever Underwriting Best Practices to ensure profitability within regional 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.

### **PREVIOUS PROFESSIONAL EXPERIENCE**

**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*

*Regional Vice-President - Hartford, CT, 1997 – 2000*

**American States Insurance, Indianapolis, IN**

**1988 - 1997**

Joined American States via the 1988 acquisition of Covenant Insurance.

*General Division-Regional Management, 1995 - 1997*

*Assistant Vice-President - Product Management, 1990 - 1994*

*Consolidation Director and Underwriting Manager, 1988 -1990*

**Covenant Insurance, Hartford, CT**

**1987 - 1988**

*Second Vice-President and Director - Product Management*

**Allstate Insurance, Farmington, CT**

**1981 - 1987**

*Various staff & management positions in Underwriting and Controller functions.*

*Management Rotational Development Program – Trained in Underwriting, Controller, Operations, HR, Claims, and Sales functions over 18 months.*

### **EDUCATION AND CERTIFICATION**

**BA, Economics, College of the Holy Cross, Worcester, MA**

**CPCU Certification - 9 parts**

**Wharton Executive Development Program**