

# Hi. I'm Jason.

ASSOCIATE PLACEMENT SPECIALIST, NEW YORK

## ALL ABOUT ME

I studied Finance at Miami University of Ohio. I really enjoyed the Midwest lifestyle and truly had a great college experience. I am originally from the East Coast and wanted to come back to New York at least for a few years after college. I am a recent graduate of Marsh's TRAC program, a two-year rotational training program, that provides associates with exposure to all aspects of the firm.

Outside of work I am interested in golf, ice hockey, and waterskiing. I have a passion for music and enjoy playing the clarinet and piano.

## MY ROLE ASPIRATIONS

I am a placement broker within the Financial and Professional Liability Practice at Marsh. As a placement specialist, I am responsible for negotiating the placement of various financial insurance products in the marketplace. For example, directors and officers (D&O) liability insurance protects the directors and officers of a corporation in the event they are sued. On a typical day, I will be negotiating terms, pricing, and coverage for D&O insurance for several of our commercial clients, leveraging my relationships and knowledge of the marketplace.

## WHY I CHOSE RE/INSURANCE

I always knew I wanted to be in business. My internships in college were in the sales and trading function at a financial firm, so at first, I never even considered going into insurance as a full-time career. This was because I didn't fully understand all that the industry had to offer. I knew I wanted something stable that allowed me to gain a diverse set of experiences as a young professional. Marsh's training program ended up being a great opportunity for me and I was able to explore where I would best fit within the organization and the industry.

## WHAT SURPRISED ME MOST?

I was surprised about the wide range of careers within the industry. Not only can you go into the traditional brokerage or underwriting roles, but you can also make a career in marketing, product development, social media, sales, technology... just to name a few! The insurance industry is stable and provides you with abundant opportunity early in your career. There are new trends that will make the industry an exciting place to be for the next 10-15 years, especially in the areas of new capital, big data, consolidation, catastrophes, globalization, and climate change. And above all, Insurance is fundamentally a people business. Access to a breadth of resources as well as fun, talented, and smart people was another refreshing discovery for me.

