

MARIO J. CHIAPPETTI

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Successful insurance executive with extensive sales and marketing experience eager to apply leadership skills to the nonprofit sector. Personally committed to the alleviation of poverty, homelessness, and racial inequality, offers a long record of accomplishment for identifying profitable new business opportunities to help organizations grow. Looking to join an organization with a unified team of board members, staff, and volunteers to improve the lives of our larger community and help families and individuals who are struggling during these challenging times.

AREAS OF EXPERTISE:

Strategic Planning	Budgeting and Forecasting	Leadership Mentoring
Sales and Marketing	New Business Development	Project Management
Strategic Partnerships	Communication Strategies	Contract Negotiation

Nonprofit Managerial Training

Encore!Hartford - Encore!Hartford is a program of the University of Connecticut Nonprofit Leadership Program in strong partnership with Leadership Greater Hartford, Capital Workforce Partners and other nonprofit partners.

Fellow

March 2016 to June 2016

Encore!Hartford is an intensive, hands-on program designed to bridge skills and work experience to a career in the nonprofit sector. Selection to this high-caliber program is based on an intensive vetting process. Key criteria include prior work experience and passion and enthusiasm for entering into the nonprofit sector.

Encore Fellowship -

VOLUNTEER COMMUNITY ACTIVITIES:

Westminster Crossroads Learning Program, Grant writer, January 2016 to Present

Assists the Director of the program in renewing existing grants and identifying new opportunities for funding resources.

ConnectiKids at AHCC, Tutor for 3rd and 4th graders, 2014 to Present

In weekly session during the school year, work with 1 designated third grader as a mentor helping the student with his/her math, reading, and writing skills.

First Church of Christ Simsbury, Co-Head of Senior Minister Search Committee, 2014 to 2015

Co-led committee of 10, directing the strategy and implementation of 15 cottage meetings with members of congregation. Coordinated the drafting of a 35-page church profile that was posted on national website for candidates to review. Led weekly meetings to review candidate profiles and interviewed candidates. Led communication efforts with congregation throughout the process. New senior minister chosen in early November.

Williams College, President of 25th Class Reunion, Executive Alumni Committee Member, 2005 to 2008

Led the volunteer reunion committee in the planning of a reunion weekend and the fundraising for the class gift. Class raised a significant amount of money for the college and won an award for the largest attended reunion. Subsequent classes adopted this successful model of diversity and inclusion.

Millbrook School, Class Agent, 1986 to 2005

Steered successful annual fundraising efforts for Millbrook class.

Hartford Symphony Orchestra, Board Member, 2001 to 2003

Sat on the symphony board as a company representative of Chubb Specialty Insurance, which was an early sponsor of the Talcott Mountain Music Festival.

Williams Club, Board Member, 1990 to 2002

Served in several different capacities on the membership, marketing, and insurance committees.

PROFESSIONAL EXPERIENCE:

SPARTA Insurance Company, Hartford, CT

2012 to 2014

Senior Vice President, Professional Liability

In this position, I used my collaborative cross-functional and business development skills to launch a new business for this company.

- New division wrote \$1.2 million in first 11 months. Developed and implemented the distribution strategy for new program submissions, which resulted in the receipt of over 30 new program opportunities.

Everest National Insurance Company, New York, NY

2010 to 2012

Vice President, Distribution & Marketing

In this position, I had many different responsibilities requiring me to be flexible and adaptable as well as requiring me to use my marketing and communication skills, my ability to work across the different underwriting divisions and service departments (such as Legal, Claims, Loss Control and IT), my business and strategy development skills, and my project management and managerial skills.

- Directed distribution, product development, and marketing and communication efforts, raising the company's visibility within its 3 distribution channels, which increased submission flow and written premium. Developed a differentiated producer management strategy.
- Led analysis and implementation of a new gateway to producer premium results in the company's management information system. As the business leader for the system, I co-led this project with IT working with the outside vendor.
- Spearheaded collaborative efforts to redesign of the group's corporate website and the development of a new dual language website for the company's Canadian insurance company.

Everest Specialty Underwriters, LLC, New York, NY

2009 to 2010

Vice President, Commercial Management Liability Division

As the co-leader of this new business division, I used my strategic planning and analytical skills to develop a business plan and to oversee our budget at the same time as employing my sales and marketing skills to grow our division and to hire new underwriters

- Created the division's underwriting and distribution strategy and wrote reinsurance submissions to obtain reinsurance capacity for management liability products. Directed the development of new management liability products, coordinating internal and external resources to draft and launch the products around the country.

Arch Insurance Group, New York, NY

2007 to 2008

Senior Vice President and Branch Manager, Mid-Atlantic Branch

In this new business initiative for Arch, I opened this new region and used my influencing and collaborative skills to work with the different business units in the region and in the home office while also being responsible for the business plan and forecasting, for mentoring and managing the underwriters and to develop new business relationships

- Developed a business plan to grow the company's \$65M Mid-Atlantic region business and designed a differentiated distribution strategy for retail and wholesale channels.
- Initiated departmental sales strategies and cross-selling initiatives across business units to leverage companywide relationships, which encouraged internal communication and submission activity.

Arch Insurance Group, New York, NY**2005 to 2007**

Senior Vice President and Chief Marketing Officer

In this new position for Arch, I exercised my inter-personal skills and business skills to gain the support of our businesses and our service teams while also being flexible and adaptable to all the different demands of the position.

- Managed the new Marketing and Communication Department that supported the \$2B insurance group. Administered the \$2.1M expense budget, focusing on cost control.
- Developed a coordinated marketing and communication strategy for the company's 13 different businesses and 5 regions, which highlighted the company's general and business unit capabilities. Served as point person for coordinating and leading national producer discussions at national industry conferences meetings and managed retail national broker relationships.
- Led initiative to create consistent producer reporting with both enterprise and business unit views that defined specific financial metrics that were later adopted across the group.

Arch Insurance Group, New York, NY**2003 to 2005**

Regional Vice President, Executive Assurance Division

In this new position for Arch, I used my business planning and strategic planning skills to underwrite new business and to grow the number of brokers with whom we did business, while managing a team of seven underwriters

- Grew both the Commercial and Financial Institution premium from \$75M to \$105M, delivering profitability for the northeast region's Executive Assurance business
- Developed and implemented a regional producer distribution strategy that diversified the Division's production sources and lessened dependence on the larger national firms. Identified and met with targeted customer accounts to raise the Division's brand awareness

Chubb Specialty, Simsbury, CT**2000 to 2003**

Senior Vice President and Chief Marketing Officer

I leveraged my intellectual curiosity and business acumen to learn the new skills required for this new position for both Chubb and me. I needed to be collaborative, creative, flexible and adaptable while working with the Division's management team and my Marketing team

- Led the marketing and communication groups supporting the specialty division that generated \$3.5B in annual premium. Oversaw a \$3.5M expense budget.
- Designed and implemented sales and technology strategy to support the growth of a new product launch aiming to increase premium income by 100% over 3 years.
- Acted as primary point of contact, managed national brokers and key agency relationships. Redesigned sales agreements from national to regional focus.
- As part of Chubb Business School team, developed strategy for Chubb Specialty's European team to grow its middle market business.

Aon Financial Services Group, NY - Senior Vice President and Team Leader**Alexander & Alexander Financial Services Group, NY** – Deputy National Director**Chubb & Son Inc., NJ, London, Brussels, NY** – Assistant Vice President**EDUCATION:****B.A., History**, Williams College, Williamstown, MA