

## **DOUGLAS CHILDS, CPCU**

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### **Employment Chronology**

*Altair Associates, Inc.  
Minneapolis, Minnesota*

*July, 2013 / Present*

#### **Senior Underwriting Analyst**

- Senior Underwriting Analyst for an insurance and reinsurance services firm.

*Arthur J. Gallagher, Inc.  
Bloomington, Minnesota*

*September, 2007 / May, 2010*

#### **Account Executive**

- Responsible for arranging appropriate coverage and favorable premium terms for clients.
- Worked with commercial (business owners) clients on a daily basis.

*St. Paul Surplus Lines Insurance Company / Travelers Excess Casualty  
St. Paul, MN*

*January, 1992 / May, 2007*

#### **Senior Account Executive**

- Underwrote large, complex casualty insurance accounts, including product liability.
- Worked closely with claim, loss prevention, actuarial and legal departments.
- Received the Chairman's Award in 1996.

*Swett & Crawford, Inc.  
Minneapolis, Minnesota*

*January, 1985 / January, 1992*

#### **Senior Vice-President, Casualty Broker**

- Broker for large, high-hazard casualty business.

*St. Paul Surplus Lines Insurance Company  
St. Paul, Minnesota*

*January, 1983 / January, 1985*

#### **Regional Manager – Large Accounts casualty**

- Worked with wholesale brokers and was responsible for the eastern territory.

*John H. Crowther, Inc.  
Minneapolis, Minnesota*

*October, 1977 / January, 1983*

Vice-President of Underwriting

- Worked with umbrella excess accounts at this wholesale broker and managing general agency.
- Helped establish an underwriting management company (TCP Management, Inc.) to underwrite behalf of RLI Insurance Company.
- Secured reinsurance agreements to create a \$5 million umbrella excess limit.

*W.A. Lang Company  
St. Paul, Minnesota*

*September, 1975 / October, 1977*

Coverage Analyst

- Specialized in assisting construction clients in dealing with insurance companies to secure appropriate coverage terms and premiums as a retail property and casualty insurance broker.

*CNA Insurance  
Minneapolis, Minnesota*

*July, 1971 / September, 1975*

Underwriter

- Worked with agents in Minnesota, Wisconsin, North Dakota and South Dakota, underwriting the business they produced.
- Underwrote all lines of property and casualty insurance.

**Educational Qualifications**

Received a Bachelor of Arts Degree, with a Major in Political Science at Gustavus Adolphus College from 1967 to 1971.

Completed the ten part Chartered Property Casualty Underwriter (CPCU) designation in 1980.