

GALEN R. SEDERLUND

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Employment Chronology

*Altair Associates, Inc.
Minneapolis, Minnesota*

February, 2013 / Present

Senior Underwriting Analyst

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

*Federated Mutual Insurance Company
Owatonna, Minnesota*

April, 2005 / January, 2009

New products Consultant

- Successfully lead an initiative to develop, underwrite, market, and manage loss sensitive casualty insurance products. These products included large deductibles, "incurred loss" and "paid loss" retrospective rating programs.
- Lead the disciplines (Underwriting, Accounting, Actuarial, Claim, and Field Services) in establishing the new products, their employment and support services.
- Developed marketing tools for presenting the new products, and accompanying services, to clients and prospective clients.

*St. Paul Fire and Marine Insurance Company
St. Paul, Minnesota*

May, 1980 / October, 2004

National Account Regional Manager

- Responsible for profitably growing the region's national accounts business, e.g. primary casualty accounts with premiums of \$1,000,000+
- Developed successful team strategies for exceptional account retentions
- Lead a multi-disciplined quality improvement team to address the improvement of accuracy, timeliness and efficiency of retrospective premium adjustment processing.

*Kraus Anderson Insurance Agency
Burnsville, Minnesota*

October, 1976 / January, 1980

Corporate Risk Manager

- Served the insurance agent and consultant to the various Kraus Anderson companies.
- Prepared specifications for the competitive marketing of the company's insurance program, responding to individual company needs, giving presentations to business heads, reviewing contracts for compliance with the insurance requirements, and giving input (oversight) on safety and loss control.

*Aetna Insurance Company
Minneapolis, Minnesota*

October, 1972 / October, 1976

Commercial Multi-peril Underwriter

- Underwrote property, general liability, automobile, workers' compensation, umbrella, crime and glass. The type of business was small and middle market business.

*Chubb and Son
Chicago, Illinois*

December, 1970 / October, 1972

Commercial Casualty Underwriter

- Underwrote middle market workers' compensation, general liability, automobile and umbrella business

Educational Qualifications

Graduated from University of Wisconsin – Eau Claire, WI with Bachelor of Science with major in mathematics and minor in Sociology.

Numerous management and insurance continuing education programs, such as Negotiating to Yes, Facilitator Training and Handling Difficult People.