



A Commitment to Stability

Palomar Specialty Insurance Company

Palomar Specialty Insurance Company provides specialty property insurance solutions for personal and commercial customers. Headquartered in La Jolla, California, the company was founded in 2014 by a group of insurance veterans who recognized a need for customized options in the property catastrophe insurance market nationwide. By offering earthquake, hurricane and flood focused products through an exclusive network of agents, brokers, wholesalers and program administrators, Palomar Specialty ensures its policyholders receive specialized service for catastrophe protection.

Palomar Specialty is a growing insurance provider that is building an extraordinary business around an exceptional team of employees. As a result, Palomar Specialty is hiring at all levels of the organization and is seeking both experienced insurance professionals and recent college graduates who are up to the challenge of helping build a modern and differentiated insurance business. If you would thrive in a dynamic work environment where your contributions will be recognized and rewarded, Palomar Specialty would like to talk to you about joining this collaborative and hard-working team.

Please send your resume with salary requirements to: hr@palomarspecialty.com

For more information about the company, visit www.palomarspecialty.com. No phone calls or agency solicitation please.

Palomar Specialty Insurance Company is an Equal Opportunity Employer.

Palomar Specialty is currently seeking to fill the following position in its beautiful La Jolla office:

Marketing Specialist Job Position Description:

Palomar Specialty is seeking a full time Marketing Specialist for its La Jolla office. Responsible for communicating marketing and automation capabilities to agents, brokers and strategic partners. Assist with the development and implementation of agency management best practices. Provide ongoing support and guidance to distribution partners to quote and issue business as quickly as possible.

Requirements:

- ◆ College Degree or 1-3 years relevant insurance industry experience in a Marketing, Agency Management or Customer Service role. Property and Casualty experience preferred
- ◆ Strong verbal and written communication skills. Demonstrated ability to interact with a variety of customers
- ◆ Proficient in Microsoft suite of programs including, but not limited to: Word, Excel and PowerPoint

Other Major Competencies:

- ◆ Takes initiative and works independently
- ◆ Manages own work and takes responsibility for actions and decisions
- ◆ Sets clear direction by defining goals and opportunities
- ◆ Exhibits integrity and acts with sense of urgency



Responsibilities include (but are not limited to):

Marketing

Create marketplace identity through communication, training and planned activities

- ◆ Actively promote Palomar products and services to agents, brokers and strategic partners
- ◆ Solicit, draft and organize content for agent/broker bulletins and updates
- ◆ Assist with the introduction of new product offerings to the marketplace
- ◆ Acquire/maintain knowledge of competitor product and automation capabilities
- ◆ Assist with the planning of events such as product fairs, conferences, association and/or agency meetings

Agency Management

Assist in generation and analysis of agency data to effect efficient management of relationships and opportunities

- ◆ Have strong working knowledge of Retail and Wholesale distribution channels
- ◆ Knowledge of, with the ability to extract, agency management information from all sources and systems
- ◆ Complete analysis of agents/brokers results, trends and opportunities
- ◆ Document key agent/broker meetings and incorporate into Palomar production metrics reports
- ◆ Manage administrative aspects of new agent/broker appointment process including securing all required licensing and financial documentation
- ◆ Maintain current listing of all appointed agents and brokers

Automation Support

- ◆ Market Palomar Automation Submission System (PASS) to agents and brokers
- ◆ Influences agents and brokers to quote Palomar with customers
- ◆ Serve as the lead resource for PASS related issues and inquiries
- ◆ Providing ongoing training and support to internal and external customers on PASS
- ◆ Monitors effectiveness of training, reviewing utilization rates and new business flow

Salary:

Competitive salary that is commensurate with individual experience.

Benefits and Compensation:

Palomar Specialty Insurance Company offers competitive benefits to regular full-time employees. Benefits include salaries, ongoing professional development and a comprehensive benefits package, including: Medical, Dental, Vision, Company-paid Life and AD&D Insurance, Company-Paid Long-Term Disability benefits, 401(k) Retirement Savings Plan (with company matching), Paid Time Off, Paid Holidays and Paid Parking.