

Job Opportunities as of November 2, 2009

Donegal Mutual Insurance Company Marietta, PA

DIRECTOR OF INFORMATION SERVICES

We are actively searching for a qualified Director of Information Services. The Director of IS will be responsible for the following:

- Serves as the key advisor to the CIO on infrastructure and telecom issues
- Responsible for overall operation of all computing and communications technology associated with Information Technology applications, communications (voice and data), and computing services
- Oversee IS operations (Network Services, Database Administration, Help Desk, Data Center)
- Provides vision of application of technology within the enterprise (mainframe, server & operating systems, voice and data communications, database administration, tape and storage platforms, data center, desktops and laptops)
- Accountable for the development, maintenance, oversight and operation of infrastructure related processes across all locations
- Large scale vendor management
- Coordinates Disaster Recovery operations of the company
- To ensure a stable operating environment exists to support all business units within the company
- Oversee all systems programming and operations, network services; database services and special project assignments to ensure deadlines are achieved with quality results to the end user

The qualified candidate will possess a minimum of 7 to 10 years of progressive Information Services management experience including voice and data networks, and Information Services Disaster Recovery Planning for Mainframe and Open Systems environments. Additionally, Property & Casualty or related insurance experience and exposure to Sarbanes-Oxley (SOX) is preferred.

PERSONAL LINES UNDERWRITER

We are currently searching for a qualified multi-line Personal Lines Underwriter. Duties include, but are not limited to the following:

- Select, price and develop coverage terms for personal lines accounts to achieve profitable underwriting results and assist with providing leadership, support and coaching for the underwriting function
- Manage a territory of independent agents to ensure that profitability and growth objectives for the company are being met

- Review new business applications to evaluate degree of risk involved; accept or decline risks based on company's underwriting policies
- Maintain a profitable book of business within assigned levels of authority by using sound underwriting judgment and technical skills, and continued personal development to meet the company goals

Qualified candidates should possess 3-5 years of multi-line personal lines experience along with excellent customer service skills, highly personable demeanors, ability to build rapport, good judgment and decision making as well as a strong work ethic/desire to succeed.

COMMERCIAL UNDERWRITER

We are seeking an experienced commercial underwriter with a minimum of 5 years of multi-line experience. The successful candidate will be responsible for the evaluation, selection and pricing of commercial accounts while managing a territory of independent agents to ensure that profitability and growth objectives for the company are met. The ideal candidate shall display a proven track record of success in managing a profitable book of business in the independent insurance agency system. They must be able to manage relationships, overcome objections and possess strong communication, organizational and computer skills. Insurance designations preferred.

Atlantic States Insurance Company Greenville, OH

FIELD CLAIM REPRESENTATIVE

Property Claims

We are seeking an experienced Field Claim Representative with a minimum of 3 to 5 years experience in handling homeowners and commercial property claims. This position will handle property claims for the state of Ohio with the majority of time being spent in southwestern Ohio. The ideal candidate will have a proven track record of handling property claims in a competitive marketplace with exposure to other lines of claims a plus. Prior construction related experience helpful. Statewide travel is required - company car and laptop computer are provided.

LeMars Insurance Company

LeMars, IA

TERRITORY SALES MANAGER

Nebraska Territory

We are actively seeking a Property & Casualty Sales Professional to join the LeMars team. In this position, you will work closely with our independent agents to build market share in both commercial and personal lines within the territory. You are responsible for promoting the company's interface quoting technology and training agency personnel to sell our insurance products. This is an excellent opportunity for the right candidate. Candidates should possess working knowledge of interface quoting technologies, have a minimum of 3 to 5 years of property and casualty industry sales experience and possess a proven track record of building strong business relationships. We are seeking a results oriented professional to serve our Nebraska territory. A company car and laptop computer is provided with this position.

FARM UNDERWRITER

We are seeking an experienced farm underwriter. The ideal candidate will have 5 years of farm underwriting experience, possess a proven track record of developing a profitable book of business and have experience working with the independent insurance agency system. Successful individuals must be able to foster and maintain relationships, overcome objections and possess strong communication, organizational and computer skills along with a highly personable demeanor, ability to build rapport, good judgment and sound decision making, strong work ethic and desire to succeed. AFIS designation preferred.

Southern Insurance Co. of Virginia

Duluth, GA

TERRITORY SALES MANAGER

Eastern Tennessee Territory

We are actively seeking a Property & Casualty Sales Professional to join the Southern team. In this position, you will work closely with our independent agents to build market share in both commercial and personal lines within the territory. You are responsible for promoting the company's interface quoting technology and training agency personnel to sell our insurance products. This is an excellent opportunity for the right candidate. Candidates should possess working knowledge of interface quoting technologies, have a minimum of 3 to 5 years of property and casualty industry sales experience and possess a proven track record of building strong business relationships. We are seeking a results oriented professional to serve our Eastern Tennessee territory. A company car and laptop computer is provided with this position.

If you would enjoy a position in a professional office environment with a growing company, submit a resume or apply in person to:

Donegal Insurance Group
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PO Box 302
Marietta, Pa 17547
Attn: Human Resources Dept.
Fax: (717) 426-7030
humanresources@donegalgroup.com