

James Mathewson

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OBJECTIVE

To focus my knowledge and experience in risk & management consulting into highly valued deliverables including expert testimony in litigation, and advisory services for risk sensitive businesses.

EXPERIENCE

Senior VP, National Risk Management Consultant/Unit Manager Lockton Companies Kansas City, Atlanta, St. Louis

November-2005 - September-2017

Initially a National Resource for liability business to all USA offices; based in KC corporate office. Represented clients at the highest levels of underwriting authority in a myriad of markets around the world. Specialized in Products Liability/Umbrella including manuscript policy contracts. Lockton's Umbrella/Excess Practice Leader during this period.

From 2010-12 served as Southeast Region Casualty Practice Leader: recruiting, training, motivating a large professional staff. Brokered the liability program of largest P&C insurance company.

2012-17, Lockton St. Louis in management, production and client consulting role overseeing a \$5M annual revenue client portfolio.

Senior VP, Risk Management Casualty Director Willis Chicago

April-2001 - October-2005

Responsible for Casualty program broking and consulting services of Willis's 2nd largest North American office. Key contributor to it's 25% revenue growth during this timeframe. Led successful new business deal teams on three Fortune 500 clients, by creating innovative captive/ART programs. Personally retained two major "at risk" accounts generating over \$600,000 annual revenue.

Midwest Region Director, Alternative Risk Practice Swiss Re Corporate Solutions Chicago

May-1997 - April-2001

This marketing/product development position served as Swiss Re's direct access to the brokerage and corporate C-Suite community. Cutting-edge ART deliverables included Integrated/Multi-line Excess; Loss Portfolio Transfers; Structured Risk (formerly called "finite risk") and the full suite of Captive techniques. Sold several bespoke deals to major global companies, generating \$10M+ net premium to Swiss Re. Managed professional staff and performed internal and external training seminars in this complex field.

Vice President, Captive Consultant Captive Resources LLC Chicago

March-1995 - April-1997

Specialized consulting/producer role for a leading independent group captive facilitator. Delivered business model emphasizing efficient utilization of off-shore domiciles, economies of scale, and a strong reliance upon risk control

techniques. Managed two Cayman based captives comprising nearly 100 clients; half of which were secured as new business during my tenure.

VP & Director, Midwest Region Risk Management Casualty Practice Alexander & Alexander

Chicago

September-1990 - March-1995

Supported 15 offices of A&A, a predecessor of Aon. Broker on 3 of the top 5 casualty clients in the region; technical training, recruiting, and performance evaluations; thought leadership in RFP/Conceptual deal process, and troubleshooting competitive challenges across the territory.

VP, National Account Casualty Broker Marsh & McLennan Companies, Inc. Chicago

July-1981 - September-1990

Began consulting/brokerage career in Marsh's exclusive management training program. Rapidly promoted to Risk Management Services (RMS) Division, the firm's center of excellence for actuarial and risk finance analysis. Achieved officer designation within five years; committed remainder of tenure to advising Fortune 500 clients and supporting new business development initiatives.

EDUCATION

MBA, Finance and Marketing Northwestern University - Kellogg School of Management Evanston, Illinois
1988

Bachelor of Arts Princeton University Princeton, New Jersey
1981

President, Princeton Inn College; Section Leader, Princeton Jazz Ensemble

SKILLS

Business Management, Contract Negotiation, Leadership, Risk Finance Analytics, Insurance Policy Interpretation, Deal Structuring