



Alvaro Gabaldon BSME
Consultant Risk Engineer

Summary

Insurance / reinsurance professional with 28 years experience in domestic and international business. Emphasis in insurance / reinsurance strategic business development, management, client development and marketing for the Americas. Established a professional and solid reputation as an insurance/ reinsurer industry leader among highly recognized insurance companies and business producers in Latin America.

Experience

Aspen Insurance Americas, Lloyd's of London, Syndicate 4711 2014–2016 ***Vice President - Latin America***

Developed and established Aspen Ins Latam startup operations for the Energy and Construction Specialty Products in Miami, Florida. Key responsibilities include:

- ◆ Manage E&C key personnel, underwriting functions and training.
- ◆ Develop business plan, market strategies and implementation of underwriting functions.
- ◆ Direct responsibilities for P & L for Latam operations.
- ◆ Development of facultative products and marketing strategies for Energy, Heavy Industries, Construction & Engineering for Latam.
- ◆ Continue market research and development of new specialty products to meet growth within Aspen's corporate strategies.
- ◆ Successfully met 2014, 2015 and 2016 business plans while maintaining profitable operational and underwriting margins of GWP \$ 33.0 M.
- ◆ Continue development of underwriting capacity and business solutions.

Liberty Mutual Group - Liberty International Underwriters 2006–2014 ***Senior Vice President - LIU Miami Latin America***

Managed and developed specialty line products for large risk reinsurance markets and facultative underwriting programs emphasizing corporate strategies and market penetration.

Division Head of Construction & Engineering for LIU Specialty Lines Latin America. Managed a profitable construction & engineering portfolio, with GWP of USD 22 M from 2004 to 2006. Key responsibilities included division P & L and product development. Other responsibilities included hiring new personnel, and their training and development to meet business growth and marketing strategies within Latin American regions. Successfully supported the startup operations for LIU Miami Office and Specialty Line Group. During this period, managed office integration and new business development, implementation of underwriting and engineering standards for large energy, infrastructure and industrial risks. Other

functions included cross marketing strategies generating new business opportunities with LIU Surety, Project Cargo, TPL, Environmental, E&O and P&L.

WELLINGTON Underwriting, Inc., Lloyd's of London, Syndicate 2020, 2002–2006
Vice President, Wellington Americas

Managed reinsurance markets and facultative underwriting activities for the Latin American and Caribbean regions with a portfolio of more than 150 accounts consisting of large commercial property and energy programs. Generated profitable premium margins while maintaining record low loss ratios. Worked with a network of producers within Latin America, Caribbean and London. Achieved budgets of US\$ 7 M by 2004 calendar year and achieved US\$ 10 M budget for 2005.

Managed operation and personnel for power generation and property.

ASSICURAZIONI GENERALI GLOBAL, Miami, Florida 2000 - 2002
Officer - Latin American Companies

Provided corporate support for the Latin American, Caribbean and European corporate branches and corporate clients. Key executive duties involved P&L activities, management and support for the Generali Global Latin America regional offices. Emphasis in the risk management and control of catastrophic accumulation, multinational accounts, and risk selection of special technical segments were core objectives in this role. Established large risk marketing strategies with Seguros Generali Panama and Ecuador branches to enhance market development and regional presence.

GENERAL ELECTRIC Re, Employers Re Corporation, Coral Gables, Florida 1999–2000
Assistant Vice President

Managed facultative underwriting accounts for the Latin American and Caribbean Regions with a US\$ 12 M portfolio of 65 accounts consisting of large property and technical risk reinsurance programs. Generated market strategies and a profitable portfolio by establishing an effective network of relationships with the Miami, Latin America and London International producers and agents. While in GE Re, developed and launched Engineering Loss Control/Risk Management Services resulting in a competitive advantage over other competitors. Developed new underwriting capacity for Machinery Breakdown reinsurance products, large manufacturing and power generation risks. End of the year 2000; GE Re / ERCorp terminated their operations globally resulting in several office closures including the Miami Reinsurance Office.

HSB-HARTFORD STEAM BOILER INSURANCE COMPANY, Miami, Florida 1995–1999
Vice President - Regional Underwriting Manager

Supported start-up reinsurance operation in Miami, Florida. Managed a Reinsurance Underwriting Unit and start-up operations for the Latin American Region including a portfolio of 162 accounts consisting of Property, Energy, Construction and Engineering Machinery Breakdown with emphasis in Power Generation and New Construction Programs. Managed premium income of US\$8 million in 1996, US\$16 million in 1997 and US\$24 million in 1998-99 maintaining profitable margins while ensuring proper implementation of underwriting and engineering standards. Successfully prepared and developed measures to minimize company exposures by the placement of Facultative and Reinsurance Programs as needed. Developed and synergized HSB and Bradesco Seguros Brazil for Specialty Line business strategies.

FIREMAN'S FUND INSURANCE COMPANY, Tampa, Florida 1992–1995
Account Executive

Managed and developed start-up operations for the Tampa, Florida Engineering Insurance Highly Protected Risk (HPR) product line. Business portfolio consisted of 35 accounts generating profitable GWP. While maintaining multinational accounts for FFIC / Allianz Group, established and implemented successful Highly Protected Risk (HPR) engineering programs for the region. Integrated engineering and underwriting standards as part of the prospective and existing commercial P & C insurance corporate programs.

KEMPER NATIONAL INSURANCE COMPANY, Boston, Massachusetts. 1988–1992
Senior Property Engineering Consultant

Developed and implemented Highly Protected Risk (HPR) engineering service programs for prospective and existing accounts according to underwriting and risk engineering needs. Applied risk management and property engineering risk standards to minimize frequency exposures and to improve risk controls while maintaining profitable underwriting results.

DRESSER ATLAS SERVICES, Houston, TX-Latin America Region 1986–1988
Venezuela Branch
Petroleum Engineering Consultant

Determined, evaluated, and interpreted petroleum ground exploration surveys upon which major production decisions were based to provide clients with accurate measurements of subsurface formations in oil wells drilled for potential productions. Implemented risk management and safety procedures.

PETROLEOS DE VENEZUELA, S.A. PDVSA, Venezuela 1984–1985
Petroleum Mechanical Engineering

Designed and implemented Engineering Manuals and Guidelines for Predictive, Preventive and Corrective Maintenance Programs through the use of thermographic electronic equipment for gasoline, steam distribution facilities and power generation plants. Analyzed loss frequencies and implemented recovery plans.

Education

BS—Mechanical Engineering, Northeastern University, Boston, Massachusetts, USA.

Professional Affiliations

American Management Association Credits
ARM designation studies (Associate Risk Management) completion pending.
Ex-Member of the CPCU South Florida Regional Chapter. Inactive.
Society of Fire Protection Engineers, Member USA National Chapter/ NFPA Standards.