



JOB POSTING

POSITION:

EXECUTIVE DIRECTOR for the Insurance Alliance of Michigan

JOB DESCRIPTION:

The Executive Director will lead the development of overall strategic vision and direction for the Insurance Alliance of Michigan (IAM). The ideal candidate will possess strong leadership skills to lead a diverse membership of property and casualty insurance companies.

Organization management skills will be essential to marshal the various resources, both internal and external, necessary to create a process-driven, results-oriented team. The Executive Director will serve as the CEO of the association and will create, lead and execute the vision through a newly established strategic plan. The Executive Director will be responsible for developing, maintaining, and increasing contacts and relationships with relevant regulators, legislators and thought leaders in the Michigan public policy arena. The Executive Director will also maintain and increase association membership, as appropriate, and manage the assets of the organization.

As Executive Director, the best candidate will have excellent communication skills and serve as the spokesperson for the organization and membership, and the preferred property and casualty insurance expert for Michigan legislators, regulators, and staff. In addition to proven experience and strong leadership skills, prior state trade or association management are preferred. Candidates should be prepared to demonstrate proven public policy strategies in shaping laws, administrative rules and case law, and establishing recognized thought leadership in matters affecting the insurance industry.

ORGANIZATION DESCRIPTION:

The Insurance Alliance of Michigan, formed in 2017, is headquartered in downtown Lansing and represents property/casualty insurance companies that annually underwrite more than \$12 billion in insurance. IAM member companies provide insurance to approximately 90% of the property/casualty insurance market in Michigan.

IAM's purpose is to serve the Michigan insurance industry and the insurance consumer as the key resource for legislative and public information on property/casualty insurance issues.

RESPONSIBILITIES:

- Serve as a strong leader to a dynamic membership
- Develop and implement strategic plans that meet the goals and objectives of the association created in partnership with the Board of Directors
- Define and manage an organization structure consisting of internal and external resources to execute the goals of the association
- Develop positive relationships with key stakeholders, legislators, regulators and members of the executive branch
- Develop successful public policy campaigns to support the objectives and goals of the association
- Promote a strong and engaged membership to further the issues important to the industry.
- Proactively address issues both internally and externally in the best interest of the association
- Serve as the spokesperson and industry expert on issues critical to the association.
- Responsibly manage the assets of the organization
- Ensure commitment to and compliance with all applicable laws and regulations across the organization

QUALIFICATIONS:

- Bachelor's degree required
- Excellent communication and organization skills required
- Strong leadership skills required
- Trade association management experience preferred

APPLICATION PROCESS:

All candidates, resumes, and interview information will be handled in a confidential manner by the Executive Committee conducting the search and Riehl Solutions.

Please email ONE (1) .PDF file containing the following to traci@makeitriehl.com by **Wednesday, December 12, 2018 at 5pm:**

- Cover Letter—address to the IAM Search Committee
- Resume
- Three (3) References

The office of Riehl Solutions will confirm receipt of your application.

Please direct any questions to Traci Riehl at Riehl Solutions via email: traci@makeitriehl.com.