Phone: (503) 913-8479 Richard A. Cassar

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Risk Management \* Loss Control \* Real Estate Investment \* Operations

**Business Profile**

Proven professional with 20 plus successful years working in Risk Management for two major international freight carriers. Over 10 years experience in real estate sales and home renovation with over 40 residential properties resold at a substantial increase in value.

**Key Strengths**

Strong communication skills Proven Team and Project Management

People oriented personality Command of legal concepts

Open minded and quick learner Able to “put out fires”

**Selected Accomplishments**

• Negotiated numerous settlements related to personal injury, property, and general liability to the benefit of my employer

• Successfully negotiated a million dollar property settlement with overseas underwriters.

• Worked in conjunction with sales force to reclaim lost national accounts benefiting the companies several million dollars in each instance

• Developed and implemented disaster preparedness and business continuity procedures for international operations.

**Professional Experience**

**1999-Present Real Estate Renovation and Sales (self employed). Fort** **Lauderdale, Florida & Portland, Oregon**.

• Purchased, renovated, sold and rented 40 plus homes in the South Florida and Portland Metropolitan area.

• Licensed real estate agent in Florida. Active license on file with Florida Department of Business Regulations #SL681714.

**1989-1999 Tropical Shipping Company (Division of Northern Illinois Gas Company) Riviera Beach, Florida**

**Insurance Services, Risk Manager, Security Manager**

• Managed the settlement of claims and claim litigation in all areas of coverage and exposure, including stateside and at overseas locations.

• Developed and implemented emergency response procedures for local and offshore operations.

• Reviewed existing insurance and re-insurance coverages. Negotiated renewals and secured additional insurance as needed.

• Managed security department and worked in conjunction with local and federal law enforcement agencies.

**1982-1989 Crowley Maritime Corporation. Jacksonville, Florida**

**Claims Manager, Loss Control Manager**

• Managed claims representatives in processing cargo, equipment and personal injury claims.

• Conducted loss control audits at domestic and offshore operations and formulated plans to reduce exposures.

• Worked with corporate sales personnel to visit national accounts (major corporations) to resolve outstanding claims and address client issues.

**1979-1982 Schmahl and Schmahl Marine Surveyors. Jacksonville, Florida**

**Marine Surveyor; Manager Jacksonville, Florida Office**

**• Opened new office for company and secured over 50 percent of total insurance company business in first year.**

**• Conducted loss and theft investigations and partnered with law enforcement agencies to recover stolen vessels.**

**• Facilitated condition and valuation surveys on vessels from 15 to 175 feet in length.**

**• Carried out salvage operations on vessels up to 1 million dollars in value.**

**Education**

**1973 – Bachelor of Science in Business Administration. C.W. Post College, Long Island University. Greenvale, New York**

**Graduated cum laude.**

**References available on request.**