Richard A. Cassar\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

33368 Meadowbrook Drive Scappoose, Oregon 97056 Phone: (503) 913-8479

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

**Business Profile**

Risk Management professional with 20 plus successful years working for two major international freight carriers. More recently, expanded into the field of 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 Management

People oriented personality Command of legal concepts

Open minded and quick learner Ability to “put out fires” when required

**Selected Accomplishments**

* Negotiated numerous settlements in the personal injury, property, and general liability areas of exposure to the benefit of my employer, including 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
* Drafted and implemented disaster preparedness 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**

* Reviewed and settled claims and litigation in all areas of coverage and exposure, stateside and at overseas locations
* Developed and implemented emergency response procedures for local and offshore operations
* Review existing insurance and re-insurance coverages. Negotiate renewals and secure additional as needed
* Manage security department and work in conjunction with local and federal law enforcement agencies

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

**Claims Manager, Loss Control Manager**

* Directed and oversaw 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
* Work with corporate sales personnel to visit national accounts (major corporations) and resolve claims 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 worked 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.**