**Quran McLaughlin**

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**EDUCATION**

**St. John’s University, Tobin College of Business**New York, NY

Major: Enterprise Risk Management, M.B.A; May 2020

Risk Management & Insurance, B.S January 2018

**EXPERIENCE**

**Morgan Stanley** Alpharetta, GA

*Director, Risk and Insurance Management* June 2022 – Present

* Managed and led the renewal of various insurance policies including but not limited to Corporate and Business Unit specific professional liability programs (D&O/E&O), ERISA program, and International Fund programs as well as the Marine Cargo program
* Coordinated and managed the preparation of renewal applications for various business units in the firm; assisted in the gathering of exposure data for various insurance policies, reviewed submissions for consistency with previous years’ applications, reviewed inconsistencies with managers, then submitted applications to insurance underwriters
* Created and presented PowerPoint presentations to Business Units, Fund Board and Senior Management where required
* Managed and maintained the group’s renewal calendar and set up meetings where necessary
* Carried out and reviewed/audited of responsible insurance policies to ensure files are fully documented with insurance binders, program schematics, summaries and policies and were accurately reflected as per the renewal
* Maintained and assisted in insurance allocation procedure and processes
* Reviewed various contracts and agreements for adherence to required insurance policies and issued Certificate of Insurances to clients and vendors as required
* Inputted and maintained information in a Risk Management Information System database and analytical software that captures policy and premium information

**AON** New York, NY

*Broker, Marine* May 2020 – June 2022

* Was responsible for the marketing and placement of Marine Hull and Liability insurance programs
* Gathered new and renewal documentation from clients, such as application forms, updated fleet schedules, operation updates etc., that was applicable to the insurance renewal
* Prepared renewal strategy presentations and reports to provide clients with a renewal recap of the prior renewal as well as inform them of the upcoming renewal market trends, expectations, and strategies
* Prepared submissions to underwriters which included the client updated operations, any midterm changes, claims summaries, etc.
* Negotiated with underwriters to mitigate any premium increases and to provide the terms and conditions that were best suitable for the client
* Generated, reviewed, and provided all binding documentation such as binders, policies, endorsements, etc.
* Participated in the preparation of RFP presentations as well as “due diligence” policy review reports
* Provided efficient service to clients with their general day to day insurance needs
* Built and maintained business relationships with clients as well as underwriters
* Helped the Marine Practice retain current clients as well as bring in new business which helped the overall practice achieve its revenue growth goal by 2.2% for 2021

**Conner Strong & Buckelew** New York, NY

*Account Analyst, Property and Casualty* May 2019 – April 2020

* Participated in the process of, and preparing of renewal submissions for marketing, including applications, necessary exhibits, narratives that tells a story of the client, collection of loss runs, etc.
* Completed renewal applications, renewal proposals, binders, audits, coverage summaries, endorsements, and cancellations
* Submitted renewal submissions to carriers and followed up to ensure timely receipt of quotations, binders, and policies
* Provided efficient service to client by issuing Auto ID Cards, Insurance Certificates, endorsements for any midterm changes in a timely manner
* Reviewed contract insurance requirements to ensure the client insurance program was complaint with their contracts
* Audited client’s revenues, auto schedules, and workers compensation payrolls to determine any necessary additional/return premiums
* Invoiced insurance renewal premiums accordingly

**SterlingRisk** Woodbury, NY

*Team Associate, Property and Casualty* March 2018 – May 2019

* Updated existing accounts with current policy information
* Prepared certificates of insurance, auto ID cards, flood zone requests
* Coordinated with 3rd party to ensure client insurance certificate requests were being fulfilled in timely manner
* Obtained loss runs and created loss summaries to determine the performance of the account loss record
* Processed renewal and endorsement billing as well as cancellations
* Reviewed all policy documentation for accuracy

**OTHER SKILLS & INTERESTS**

**Licenses/Certifications:** Property & Casualty Insurance Broker’s License

**Skills:**

* **Risk Assessment & Mitigation:** Operational Risk, Business Continuity, Claims Analysis, Risk Data Analytics
* **Financial & Insurance Risk Expertise:** Policy Structuring, Risk Transfer Mechanisms, Captive Insurance, Loss Prevention
* **Technology & Tools:** Risk Management Information Systems (RMIS), Microsoft Excel (Advanced), PowerPoint, Python

**Interests:**Enterprise Risk Frameworks (COSO, ISO 31000), Certified Risk Management Professional (CRMP), Financial Risk Manager (FRM), Chartered Enterprise Risk Analyst (CERA), RIMS-Certified Risk Management Professional (RIMS-CRMP)