

# Christopher Zimmerman

280 E Broad St. Apt 506, Rochester, NY 14604  
(716) 239-8207 • zimm1118@gmail.com

## Work Experience

---

### Commercial Insurance Account Manager at Lawley Insurance

August 2018 - Current

Rochester / Amherst, NY

- Responsible for servicing a \$2.3 million commercial insurance book of business
- Assist clients with making policy changes and issuing proofs of coverage
- Maintain knowledge of current commercial insurance markets and carrier products available
- Handle renewals of client policies and assist in marketing to new carriers as necessary
- Act as an insurance advisor to clients and recommend additional policies based on potential coverage gaps to ensure complete coverage

### Underwriter I at Erie Insurance

July 2017 - August 2018

Erie, PA

- Commercial lines small business underwriter responsible for accounts up to \$100,000 in premium
- Reviewed submissions for insurance policies to determine acceptability within the company's risk appetite
- Cross trained on both commercial and personal lines Erie Insurance policies
- Developed and maintained relationships with agency partners to encourage sales and profitable growth
- Took action on policy renewals to maintain a profitable book of business
- Acted as a product expert and maintained up to date knowledge to advise agents on Erie policy offerings and coverages available for prospective policyholders

### Claims Adjuster at Progressive Insurance

June 2016 - July 2017

Rochester, NY

- Managed a high inventory of automobile claims investigations, taking statements from all involved in an auto accident to determine the extent of the company's liability
- Communicated liability decisions to customers and negotiated with claimant insurance carriers to advocate on behalf of policyholders
- Responsible for complex coverage investigations for drivers not listed on auto policies, involving in-depth analysis and interpretation of insurance policies to afford or deny coverage as warranted
- Documented claim files to ensure accuracy and completeness in accordance with state regulations

## Education

---

### B.S. Political Science and History

2011-2015

SUNY College at Brockport

- Graduated Magna Cum Laude with a 3.61 GPA

## Insurance Certifications

---

### NYS Property and Casualty Broker License

2018-Current

New York State

### Associate In Personal Insurance (API)

2017

The Institutes

### Associate In General Insurance (AINS)

2017

The Institutes