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## Zackary A. Goncz, MIA, ARM, AIS

New York, NY

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**Objective:** My goal is to work as a middle market insurance broker at a great company where I can continue to develop professionally and contribute for the long term.

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### - Employment and Internships -

#### **HUB International**

**2024**

#### **Account Executive**

**New York, NY**

At HUB I primarily service a book of manufacturing and services. I also work with the new business team on occasion.

#### **Arthur J Gallagher & Co**

**2022-2023**

#### **Senior Client Service Manager**

**Whippany, NJ**

As a senior client service manager, I managed a book of business primarily in real estate and higher education with some manufacturing and retail. I worked with underwriters to secure the best coverages for renewals and helped service client needs thereafter. I worked on a team of 5 with a half dozen assistants to service about 4M in commissions. In working with Gallagher, I worked with captives and had significant exposure to the higher education industry and liability lines. Resolved a company-wide workflow issue that resulted in duplicate work in closing out renewals.

#### **York International Agency**

**2017-2022**

#### **Account Executive**

**Harrison, NY**

As an account executive in middle market real estate insurance, I focused on real estate companies centered around New York. On their behalf, I procured insurance at optimal coverage and price. This included property and liability/umbrella, but also WC, auto, bonds, as well as some construction, disability, and executive lines. At its peak, my book generated nearly 1M in commissions. I was also on teams contributing an additional 1M in commissions on accounts that required multiple account executives. Typical account had a few hundred million in building values, with a wide range of up to over a billion to a couple million.

- Consulting on risk management generally and on specific loss control. Reviewing contracts, leases, loans
- Coordinating with producers, management, assistants, clients, and benefits/personal lines etc
- Negotiating prices, coverages, and placements with underwriters
- Some billing, and claims work, mostly broadly but more closely if necessary or to solve difficulties
- Advising clients on appropriate insurance including new coverages and alterations to current coverages and assisting them in making informed decisions about insurance and risk generally
- Analyzing rates, claims, premiums and other types of data. Database management
- Developing relationships with clients and underwriters. Learning from mentors and mentoring assistants
- Creating materials for both submitting risks to underwriters and proposals for clients

Within the company, I was considered the expert on flood, NFIP, and the growing private market. Often sought for help on more technical, technological, mathematical, and analytical concerns. Exceeded at customer service, problem-solving, responsiveness, and organization.

#### **Department of Citywide Administrative Services, NYC Government**

**2017**

#### **Business Promotions Coordinator**

**New York, NY**

In this role, I primarily acted as a policy analyst for the Real Estate Services unit. I provided data and reports on properties in which the city has an interest in order to make those properties more energy efficient. Tasks included changing lease terms, analyzing building violations and utilities bills, and providing routine reports on properties the city owns, leases, leases out, or shares ownership with a private entity.

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## Zackary A. Goncz

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### - Employment and Internships Cont. -

#### **Still Curtain, part of FanSided Network**

**2015-2021**

#### **Staff Writer**

I wrote two weekly articles on the Steelers for a news site. Some have been picked up by Fox Sports and Bleacher Report. I followed and anticipated trends, promotion, html, and SEO. 1,000-15,000 views per article.

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### -Education-

#### **Penn State University, School of International Affairs, State College PA 2011-2013**

*Masters in International Affairs* - 3.8 GPA

Focus: Political Economics and Analysis

Study Abroad: Penn State Int'l and Comparative Law Study Abroad Program, Italy, 3.5 GPA

Capstone: Regression Analysis of Google Trends against Presidential Polls

Activities: Staff Writer and Associate Editor of Penn State Int'l Affairs Review; Int'l Organizations Chair of Int'l Law Society; Web Chair of ACS; IRS VITA Volunteer; Contributed to multiple academic works and published research in mediation, sports economics, and laws of war

#### **Penn State Erie, The Behrend College, Erie PA 2006-2010**

*B.A. Political Science* - 3.7 GPA

Minors: Psychology, Economics

Certificate: Crime, Psychology, and Public Policy (CRIMBC)

Honors and Awards: Dean's List fall 07 to spring 10, Phillips Scholarship, Student Leadership Conference, Alumni Award for campus involvement, SGA Committee Director of the Year, Runner Up in Undergrad Research Conference

Activities: President of the Political Science Society; Hosted and mediated debate with local candidates; Student Rep for first Government, Nonprofit, and Arts Job Fair; SGA Senator, Director of Community Affairs Committee; Organized rides to vote; Created innovative social media forum where students suggest and vote on issues; TA, honors comparative politics; Staff Writer, The Behrend Beacon; Omicron Delta Kappa honor society

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### -Skills and Areas of Knowledge-

-Technology: social media, web design, video/sound recording and editing, Word, Excel and add-ons, PowerPoint, Westlaw/Lexis-Nexus, SharePoint, LMS, DOS, some HTML, Applied Epic, Indio, Broker Buddha

-Research: data collection, stats software, understanding and finding academic articles, social sciences, researching properties with DOB website/property shark/Marshal & Swift, FEMA/floodzones, Corelogic

-Miscellaneous Interests: Writing (published articles and op-eds on sports, politics, humor, fiction, and social science); politics/social causes (volunteered, interned, or contributed with politicians or non-profits); travel (32 countries visited)

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### -Licenses and Certifications-

-NY Brokers License & NY Agent License

-NFIP FIRA Flood Certification

-Associate in Risk Management (ARM)

-5/8 tests complete for CPCU

-Associate in Insurance Service (AIS)