

# Ali K. Wilson

## SUMMARY

Business and insurance leader, with significant background in product and proposition development, underwriting and claims, marketing, sales distribution, compliance and regulatory affairs. Experienced in the insurance industry and non-profit organizations. Known for collaboration and alignment with boards of directors, senior management, peers and stakeholders to drive key strategies. This includes training efforts and programs for underwriters and claims personnel.

## PROFESSIONAL EXPERIENCE

**Wilson Associates**, Trenton, NJ

**Present**

*Founder and president of insurance consulting firm specializing in innovation, new product development and mediation.*

**Zurich Insurance Company of North America**, New York, NY

**2009-2017**

*A leading international and domestic property and casualty insurance carrier.*

### **Assistant Vice President (Underwriter IV): Accident & Health (A&H) Line of Business**

Responsible for product strategy, underwriting guidelines and underwriting expertise for all A&H products (Accidental Death and Dismemberment, Special Risk, International, Travel Assistance, Occupational Accident and Medical Stop Loss).

- Analyzed and managed the international and domestic technical operations for all North America Accident & Health business and provide consultation to A&H underwriters, brokers and clients on exposures, international insurance regulatory trends and litigation.
- Advised on the compliant implementation of international and domestic policy programs while adhering to internal and external standards and guidelines. This includes managing various A&H compliance issues and state filing requests and audits (internally and externally).
- Created, managed and executed business plans that resulted in over a 10% increase in the overall accident business in three years.
- Assisted in the development of key performance indicators for A&H line of business and for specific projects that led to the increase in business.
- Created or refreshed over 50% of products, endorsements, and riders for the A&H line of business over 5 years.
- Underwriting, sales and claims training.

### **Vice President: Marketing and Proposition Development**

Responsible for the day-to-day operations and management of the New York Marketing Department including: information technology, corporate governance, best practices, and communications.

- Created and managed business and marketing plans for Zurich Specialty Products, including digital and thought leadership marketing and the creation of various insurance products.
- Managed various proposition and product development projects for Zurich North America, including the refresh of over 50% of product development for the specialty line of business.
- Developed estimates, budget and goals for specific projects.
- Coach, mentor and supervise project team members and contractors, influencing them to take positive action and accountability for their assigned work.

**American International Group (AIG), New York, NY**

**1998 - 2009**

*A leading multinational property and casualty insurance carrier.*

**Vice President: AIG Product Development (AIGPD)**

Responsible for the day-to-day operations and management of AIGPD, including information technology, corporate governance, best practices and communications.

- Ensured that AIGPD produced services and results pursuant to senior management goals, policies and budgets.
- Improved management and information systems to ensure the most effective use of AIGPD's services.
- Provided leadership and developed a team that could plan for and meet future AIGPD challenges.
- Managed the creation of various insurance products and directed project development defining project scope, goals and deliverables in collaboration with senior management and stakeholders.
- Developed estimates, budgets and project goals for resources and participants needed for specific projects.
- Coached, mentored, motivated and supervised project team members and contractors. Influenced them to take positive action and accountability for their assigned work.

**Assistant Vice President: Claims**

Supervised a department of over 40 employees responsible for the creation of claims, claims management and general customer service for Financial Lines, including Directors and Officers ("D&O"), Errors and Omissions ("E&O"), Fidelity and Financial Institution ("FI") claims.

- Department handled about 10,000 claims per year. Served as the chief contact person between the insured and Financial Lines for the initial reporting of claims.
- Worked closely with underwriters, insureds and brokers regarding the underwriting of new business and the renewal process.
- Reported vital claims data to senior underwriting, claims management, and reinsurance regarding new trends within the industry. Supervised the departmental budget. Trained employees for future growth.

**Assistant Vice President: Complex Claims, Mainstream Director and Senior Supervisor**

Adjusted security class action, employment class action and bankruptcy matters made by policyholders against AIG for indemnification and legal defense under Directors & Officers (D&O) policies. Also, adjusted environmental claims and lawsuits made by policyholders against AIG for indemnification under Pollution Liability ("PIP") and General Liability ("GL") policies.

- Prepared contracts, settlement and release agreements on behalf of AIG regarding the resolution of complex claims. Negotiated and settled claims including mediations and arbitrations on behalf of AIG. Appointed and managed legal counsel.
- Assisted underwriting in the drafting and renewal of D&O policies.
- Trained employees and developed employees for future growth.
- Reviewed coverage position letters written by the analysts and or counsel, discussed settlement opportunities on high and low exposure cases, addressed personnel issues, responded to customer issues and discussed loss trends with underwriting.

**Prudential Insurance Company:** New York, NY **1996-1998**  
*A leading life insurance, retirement and investment company.*

**Manager, Alternate Dispute Resolution**

Responsible for over 30 arbitrators for the Alternate Dispute Resolution (“ADR”) process, including claims for ADR process. Served as national contact person for collecting evidence for the ADR process.

- Authored national and regional procedures for collecting evidence for the ADR process, including underwriting guidelines for internal compliance for scoring claims. Interviewed policyholders and negotiated settlements and releases on behalf of Prudential.

**State of New Jersey, Morristown, NJ** **1995-1996**

**Judicial Law Clerk for Honorable John J. Harper, P.J.S.C. (Retired)**

**EDUCATION**

BS, Middlebury College, Middlebury, VT  
JD, Washington & Lee University School of Law, Lexington, VA  
(Editor-In-Chief, Race & Ethnic Ancestry Law Digest, now known as, Journal of Civil Rights and Social Justice. Associate Editor, Virginia Capital Case Defense Digest.)

**AFFILIATIONS**

Board Member, First Baptist Church of Lincoln Gardens, Somerset NJ  
Board President, Center for Child and Family Achievement (fka) Trenton Head Start, Trenton, NJ  
Board President, I Am Trenton Community Foundation, Trenton, NJ  
Fundraiser Committee Member, Central Jersey Community Development Foundation Corporation, Somerset, NJ  
Trustee, William Trent House, Trenton, NJ  
Treasurer, Capital Corridor Community Development Corporation, Trenton, NJ  
Head, Zurich African American Alliance (Employee Resource Group)  
Self-Insurance Institution of America, Chicago, IL  
Professional Liability Underwriting Society, New York, NY

**PROFESSIONAL HONORS**

Underwriting Diamond Program – Cyber Security, 2014 -2015  
Claim Analyst of the Year, 2002  
Claim Arbitrator of the Year, 1997

**PUBLICATIONS**

*Editor’s Note*, 1 Race & Ethnic Ancestry Law Journal I (1995).  
Case Note: *Schiro v. Farley*, Virginia Capital Case Defense Digest (1994).  
*The Favorite of the Laws: Race and the Constitution, the Legal Thought of Thurgood Marshall*, Middlebury College Honors Thesis, Middlebury College Press (1991).