

Come and meet our experts at BIBA 2017



HSB Engineering Insurance



Richard Slatter

Director of Business
Development & Distribution

richard.slatter@hsbeil.com
07860 736 015



Responsible for the strategic and operational leadership of HSB's Business Development and Strategic Partnerships teams. Richard's experience includes developing and successfully implementing distribution and business development strategies, managing key client and customer relations, and ensuring regulatory compliance for intermediaries.

Years with HSB:	1
Years in the insurance industry:	32
Attendance at BIBA*:	19 th year

* May not indicate consecutive years

Come and meet our experts at BIBA 2017



HSB Engineering Insurance

Munich RE 



Roland Agard

Underwriting Manager –
Strategic Partnerships

roland.agard@hsbeil.com
07714 084 265



A member of HSB's Strategic Partnerships team, supporting the profitability of our product lines/facilities through the analysis of exposures/coverages and the pricing of portfolios.

Years with HSB: 4
Years in the insurance industry: 34
Attendance at BIBA*: 4th year



Adam Phillips

Regional Development
Manager – Central & South

adam.phillips@hsbeil.com
07921 066 495



Responsible for managing the regional business development of HSB's insurance portfolio and inspection services across the Central & South UK region.

Years with HSB: 5
Years in the insurance industry: 18
Attendance at BIBA*: 3rd year



Paul Kay

Regional Manager – Northern
Region

paul.kay@hsbeil.com
07879 890 585



Responsible for HSB's Northern Region; driving strategy to achieve profitable growth and support HSB's broker and insurer partners. During his time with HSB, Paul has held responsibility for the North West, North East, East Anglia and Republic of Ireland areas.

Years with HSB: 24
Years in the insurance industry: 24
Attendance at BIBA*: 15th year

Come and meet our experts at BIBA 2017



HSB Engineering Insurance

Munich RE 



Chris Dixey
Business Development
Manager

chris.dixey@hsbeil.com
07879 890 517



Responsible for HSB's London market relationships; driving strategy to achieve profitable growth as well as supporting on larger transactional accounts with HSB's key partners.

Years with HSB: 1
Years in the insurance industry: 18
Attendance at BIBA*: 3rd year



Amie Parsons
Business Development
Manager

amie.parsons@hsbeil.com
07525 598 008



Responsible for the growth of broker accounts across Central and South East regions. Focused on the implementation of business strategy by managing broker relationships and providing a key contact for brokers into HSB.

Years with HSB: 2
Years in the insurance industry: 15
Attendance at BIBA*: 1st year



Gary Rowland
Partnership
Manager

gary.rowland@hsbeil.com
07879 890 786



A member of HSB's Strategic Partnerships team with responsibility for managing relationships with leading UK insurers and MGAs, developing niche strategic engineering insurance products and services.

Years with HSB: 22
Years in the insurance industry: 38
Attendance at BIBA*: 21st year

* May not indicate consecutive years

Come and meet our experts at BIBA 2017



HSB Engineering Insurance

Munich RE 



Gail Voyle
Business Development
Manager

gail.voyle@hsbeil.com
07515 921 992



Responsible for the profitable growth and development of new and existing business and schemes for a panel of brokers across the Midlands, South West and Wales regions. Gail also deals with direct clients; arranging tri-partite meetings and conducting training on HSB's products and services.

Years with HSB:	7
Years in the insurance industry:	29
Attendance at BIBA*:	3 rd year



John Leckie
International & London Market
Relationship Manager

john.leckie@hsbeil.com
07885 240 015



A member of HSB's Strategic Partnerships team with responsibility for the growth and development of HSB's international and London market business, Munich Re relationship liaison management and maintaining HSB's reinsurance broker network.

Years with HSB:	2
Years in the insurance industry:	17
Attendance at BIBA*:	3 rd year



Paul Cuddihy
Business Development
Manager

paul.cuddihy@hsbeil.com
07921 066 510



Responsible for broker/client relationship management across the North West region, with responsibility for achieving growth and profitability across the portfolio through negotiation of key new business opportunities and renewal of existing key accounts.

Years with HSB:	5
Years in the insurance industry:	11
Attendance at BIBA*:	4 th year

* May not indicate consecutive years

Come and meet our experts at BIBA 2017



HSB Engineering Insurance

Munich RE 



Simon Hawsworth

Head of Strategic
Partnerships

simon.hawsworth@hsbeil.com
07879 890 722



Leads HSB's Strategic Partnerships team, with responsibility for the management and development of HSB's insurance company and MGA relationships.

Years with HSB: 16
Years in the insurance industry: 26
Attendance at BIBA*: 9th year



Simon Brompton

Business Development
Manager

simon.bromptons@hsbeil.com
07834 510 982



Manages relationships, new business and renewal retention with a panel of brokers in the northern region; ranging from local to national brokers. Simon is also responsible for managing HSB's relationship with Broker Network.

Years with HSB: 9
Years in the insurance industry: 35
Attendance at BIBA*: 16th year



Paul Cullum

Product Development
Manager

paul.cullum@hsbeil.com
07834 510 984



Responsible for the development of HSB's product and service offerings (a role he has held since 2011). Paul has led the development of a number of market-leading HSB insurance solutions in areas as diverse as latent defects, renewables, energy efficiency and cyber.

Years with HSB: 13
Years in the insurance industry: 29
Attendance at BIBA*: 10th year

Come and meet our experts at BIBA 2017



HSB Engineering Insurance



Stephen Worrall
Managing Director

stephen.worrall@hsbeil.com
07834 511 078



HSB's Managing Director since October 2014, responsible for leading the strategic direction and ultimate performance of HSB's operations in the UK and Ireland (reporting directly into HSB Group). Stephen has steered HSB Engineering Insurance's growth in key market and distribution segments, and focused on product innovation and portfolio management.

Years with HSB:	9
Years in the insurance industry:	17
Attendance at BIBA*:	5 th year



Stephen Morris
Underwriting Director

stephen.morris@hsbeil.com
07515 921 956



Leads HSB's underwriting strategy to support business development objectives to grow core products and expand markets. In addition, Stephen is also responsible for building HSB's underwriting talent and risk engineering capabilities, as well as enhancing underwriting guidelines and compliance standards.

Years with HSB:	9
Years in the insurance industry:	35
Attendance at BIBA*:	16 th year



Katie Cockerill
Partnership Manager

katie.cockerill@hsbeil.com
07515 922 032



A member of HSB's Strategic Partnerships team with responsibility for managing relationships with leading UK insurers and MGAs, developing niche strategic engineering insurance products and services.

Years with HSB:	1
Years in the insurance industry:	15
Attendance at BIBA*:	7 th year

* May not indicate consecutive years