

## People on the move in the P&C insurance industry

News from Zurich North America, Square Patton Boggs, Willis Towers and more

By: Denny Jacob, Property Casualty 360

Zurich North America has appointed Lillian Labbat head of Trade Credit & Political Risk. Her most recent role was managing partner and co-founder of Metis Markets, a financial advisory firm with a focus on fundraising and structured finance solutions for global businesses.

Insurance litigators Deirdre G. Johnson and Paul W. Kalish have joined the Squire Patton Boggs litigation practice as partners in the Washington D.C. office. Johnson previously led Crowell & Moring's Professional Liability/Financial Lines Practice; Kalish was Co-Chair of its Insurance and Reinsurance Group.

Willis Towers Watson has appointed Fred Zutel Corporate Risk and Broking (CRB) market leader for Florida, where he will focus on delivering the company's property & casualty insurance broking solutions to clients across the state. Zutel joined the company as a senior vice president in 2015 and since 2016 has led the company's CRB business in South Florida.

Michael O'Donnell has been named President of the Aviation Practice Group at SterlingRisk Insurance. O'Donnell, who joined SterlingRisk in 2011, most recently served as executive vice president, Aviation Practice Group.

Lorrie Osterhage has joined EPIC Insurance Brokers and Consultants' Architects and Engineers Practice as a vice president. She joins from Marsh Inc. where she spent the past 32 years leading a team responsible for serving and supporting participants in the Business Insurance Trust (BIT) Program of the American Council of Engineering Companies (ACEC).

Insurance-fraud attorney and insurance law expert Matthew J. Smith has been named director of government affairs and general counsel for the Coalition Against Insurance Fraud. He advises the NAIC's Antifraud Task Force and sits on the task forces of numerous state organizations such as the Virginia State Police.

Catastrophe modeling firm AIR Worldwide (AIR) has appointed Dr. Roger Grenier senior vice president of global resilience to lead AIR's resilience initiatives across the globe. He has 20 years of experience working directly with global risk models and was formerly director of catastrophe research and development at Liberty Mutual.

Duane Sanders has joined Kemper Corporation as president, property & casualty division. He

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**Coalition Against  
Insurance Fraud**

joins Kemper from The Travelers where he was most recently senior vice president of small commercial.

AIG has appointed Caroline Krass senior vice president and general counsel, general insurance, and deputy general counsel, AIG, effective in March 2018. Krass previously served as General Counsel for the Central Intelligence Agency and is currently a partner in the Washington, D.C. law office of Gibson, Dunn & Crutcher.

Stephen Roseman has been appointed president and CEO of USA Risk Group. Roseman brings more than two decades of experience, including: president of Spencer Capital Holdings and senior vice president for Calamos Advisors, among others.