



Careers in Surety & Fidelity

What Young Professionals Are Saying

 **The Surety & Fidelity**
ASSOCIATION OF AMERICA
Protecting Workers, Taxpayers & Businesses

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Are you looking for a career that will make an impact on the world around you?

If so, the surety and fidelity industry can provide you with the opportunity to make a difference while you pursue upward mobility and steady career advancement.

The strength of the industry is its people, some of the nation's top thinkers—people like you, looking for a fulfilling career. The industry provides tremendous opportunities for training, growth and advancement throughout the country in organizations with decades of experience and solid reputations as industry leaders. From underwriting, to producing bonds, to marketing, to IT, there are abundant opportunities in the surety and fidelity industry to grow your skills and become a sought after employee.

The surety and fidelity industry is critical to American commerce and a great place to begin a fulfilling career. Written by insurance companies, these bonds facilitate

commerce, assist economic development and protect consumers in a variety of ways such as: guaranteeing the completion of construction project; assuring the payment of contractors; helping achieve compliance with state laws; protecting against breach of fiduciary responsibilities and employee dishonesty. Surety bonds are forms of insurance that provide security for an obligation to a third party, and fidelity insurance protects businesses against employee dishonesty.

Since 1880, the industry has been serving the needs of businesses, public bodies and individuals. As of 2017, the industry generates approximately \$6.2 billion in written premiums from surety bonds and \$1.2 billion from fidelity insurance.

A career that offers a competitive salary and the opportunity to advance

What will make you successful in this industry?

- Ability to Build Strong Relationships
- Ability to be a Team Player
- Ability to Function Independently
- Analytical aptitude
- A working knowledge of legal concepts
- Enthusiasm
- Initiative
- Project Management Skills
- Sales/Marketing Skills
- Strong Written and Oral Communication Skills

A career with a challenging and rewarding work environment

Surety and fidelity is an ideal career for students who are majoring in:



Business



Finance



Economics



Accounting



Risk Management
and Insurance

Surety & fidelity offers all of this and more!

Common positions in the industry:

- Account Executive
- Account Manager
- Actuary
- Branch Manager
- Claims Analyst
- Claims Attorney
- Claims Representative
- Client Advisor
- Government Affairs Representative
- IT Professional
- Underwriter



Lang Fonjoe

Contract Surety Underwriter

"The entire contract team is amazing. It was a hands-on effort to get me assimilated with the product and figure out what I want to do with my career. Concepts that I learned in school were actually being put to use and expanded upon."



Nana Le

Systems Analyst/Global Specialty IT

"One thing that sets the surety industry apart is that it is rapidly changing and you're never working on the same task twice. Each bond that is underwritten has its own unique complexities and intricacies. Due to this you're constantly learning new things and growing as an employee. I have a great team that is there to support me and that's what is great about the surety industry."



Kyle Brown

Account Executive

"Working in the field is a good way to interact with different types of professionals and networks. It's fun meeting with clients and talking to them about the different types of risks they face and how we expect these to change in the future. It's a very dynamic environment that keeps your interest by teaching you new things every day."



Nia Gumbs

Surety Intern

"I felt like I was treated more as an equal employee than a temporary person. This internship gave me the chance to understand the surety and fidelity industry. It has changed my life and has helped me in my development as I transition to become a young professional."



Jessica Grasso

Executive Underwriter

"While interviewing, I noticed a common theme. Most people who joined the industry did not leave, indicating they loved their jobs. Seeing that so many people I talked with have been involved in surety for many years and still find their jobs challenging and exciting was a major consideration for my choosing this profession."



Nancy Gaitan-Bonilla

Senior Underwriter

"The surety and fidelity industry is very rewarding in many ways. There are opportunities for growth and learning, to work in a highly specialized field, and for advancement. It is no coincidence that people who enter the surety and fidelity business tend to stay in this industry."



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The Surety & Fidelity Association of America (SFAA) is licensed as a rating or advisory organization in all states and it has been designated by state insurance departments as a statistical agent for the reporting of fidelity and surety experience. SFAA serves as a trade association of more than 400 insurance companies that write the vast majority of surety and fidelity bonds in the U.S.