

Biography



Mark P. Schaaf,
ARM

Business Development
Liaison

Risk Engineering

Mark has worked with a variety of customers in most industry segments including the manufacturing and service industry segments for more than eighteen years. He is experienced in working with customer management and employee teams to reduce their risks and improve their operations.

Mark currently supports Zurich's Programs and Direct Markets business division as the Business Development Liaison. He provides technical and marketing support for the business through the development and administration of Risk Engineering services tailored for over 50 programs throughout the North American region to achieve the desired risk selection and improvement results.

Career History:

- Zurich Services Corporation, Risk Engineering: Business Development Liaison, January 2008 – present
- Zurich Services Corporation, Risk Engineering: Southwest HSE Regional Manager, 2002 – 2007
Regional Manager of the Health, Safety and Environmental South West region of the US. Mark successfully developed, mentored and managed a team of field consultants in seven states. Provided risk assessment and improvement services for Zurich's Global Corporate, Commercial Market and Specialties casualty business partners.
- Zurich Services Corporation, Risk Engineering: Sr. Risk Engineering Consultant, 2000 – 2002
Provided quality risk assessment and improvement services for a variety of customers located within the Denver, Colorado and Rocky Mountain region for Zurich's Global Corporate, Commercial Market and Specialties casualty business partners. Support regional management as a Team Leader.
- Atlantic Mutual Insurance Companies: Sr. Loss Control Consultant, 1998 – 2000
Provided quality service to customers by assisting in the identification of hazards, potential loss sources and initiating controls based upon multi-line property and casualty insurance coverage. Developed proactive prevention plans including loss control service objectives, recommendations, and assisting in the implementation of controls to prevent and/or eliminate accidental loss. Sold unbundled services to clients based upon their risk management needs. Served as the St. Louis region industrial hygiene service coordinator.
- EBI Companies: Sr. Loss Control Consultant, 1995 – 1998
Provided a value-added service to policyholders and independent agents by preventing workplace injuries through an intensive and strategic service planning process. An energetic team player utilizing quantification and 90-day action plans to reduce frequency rates and severity loss potentials. Building accountability and support for safety programs to directly impact Workers' Compensation costs.
- Hanover Insurance Companies: Loss Control Consultant, 1993 - 1995

Specialized Expertise:

- Multi-line insurance coverages including auto, liability, property, and workers compensation
- Industrial hygiene and ergonomics
- Behavior based safety
- Hazard analysis methods including the Zurich Hazard Analysis
- Supply chain and business interruption

Education, Professional Affiliations, Designations, & Awards:

- Illinois State University, Bachelor of Science Degree in Occupational Safety (May 1993)
- Zurich CEO Award recipient
- Associate in Risk Management (ARM)