LYNEER SEARCH GROUP

INSURANCE · NEW YORK-NEW JERSEY MARKET

MARKET BRIEF

New York's insurance industry manages $237 billion in premiums. New Jersey's carriers are on the move next door.

Selective Insurance is relocating its headquarters to Short Hills, New Jersey in 2026, a 122,525-square-foot lease. Chubb, the world's largest publicly traded P&C insurer, and Prudential, one of the largest US life insurers, are both headquartered in New Jersey. Together, New York and New Jersey carry the deepest bench of underwriting, actuarial, and legal talent in the industry.

158K+ People employed by New York City's insurance industry	**$237B** Premiums managed by NYC-based insurance companies	**122,525 sf** Selective Insurance's new Short Hills, NJ headquarters lease, opening 2026	**1,700+** Insurance companies based in New York City

MIDDLE MARKET IN MOTION

Selective Insurance is leaving Branchville after decades for a new headquarters in Short Hills, the kind of move that touches every function from finance to claims. Chubb and Prudential anchor New Jersey's carrier base; New York carries the wholesale, MGA, and reinsurance intermediaries that support it. The corridor between them is one continuous insurance labor market.

A headquarters move needs a controller who can close the books through a relocation and a general counsel who can manage the regulatory filings that come with it. New York and New Jersey's carriers are hiring for exactly that right now.

ROLES WE PLACE & WHAT THEY COST TO HIRE

FUNCTION	ROLE	TYPICAL TOTAL COMP*
UNDERWRITING	Chief Underwriting Officer	$600K–$1.1M
ACTUARIAL	Chief Actuary (FCAS / FSA)	$250K–$400K+
FINANCE & ACCOUNTING	Chief Financial Officer	$500K–$850K
FINANCE & ACCOUNTING	Controller	$152K–$213K base
OPERATIONS	Chief Operating Officer	$250K–$700K+
COMPLIANCE & RISK	Chief Risk Officer	$320K–$560K
COMPLIANCE & RISK	General Counsel	$365K–$520K+
HR & TALENT	Chief Human Resources Officer	$190K–$550K

*Directional base/total-cash benchmarks for mid-market carriers, MGAs, and specialty insurers (roughly $100M–$500M in revenue). Major hub metros, New York, New Jersey, Boston, and Chicago among them, typically price 20–40% above these baselines; larger enterprises price higher still. Calibrate to company scale, ownership structure, and mandate before use in an offer.

100% Placement rate on retained searches since 1993	**90%** Of our placements earn a promotion within their organization	**Top 250** HuntScanlon's 2025 America's Top Executive Search Firms

We've specialized in insurance, wealth management, and financial services since 1993. We know the difference between staffing a P&C carrier's first Chief Underwriting Officer and staffing an MGA's next CFO, and we know it before the first call. The Lyneer Executive Search Strategy™ evaluates every candidate on technical skill, leadership capability, cultural alignment, and long-term growth potential: the four things that actually predict whether a leader succeeds in your firm.

Let's talk about your next New York-New Jersey hire.

The executive search firm for insurance, wealth management, and financial services.

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Sources: NJBIZ & Real Estate NJ, Selective Insurance HQ relocation coverage, 2026; CoStar Group headquarters lease reporting, 2026; company disclosures (Chubb, Prudential); NYC insurance industry employment and premium data compiled from industry statistical reporting, 2026; JRG Partners 2026 Insurance Executive Compensation Report; actuary.info 2026 Actuarial Salary & Compensation Guide (BLS, DW Simpson, Glassdoor); Robert Half 2026 Salary Guide (Controller); Cowen Partners & Paragon Legal General Counsel benchmarks; industry COO/CHRO compensation surveys.