

# Berkley Life Sciences

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## The Problem

Providing insurance and risk management services to a specialized industry niche requires dedication and knowhow. If a company has to spend too much time training employees on just the basics of insurance, it can be difficult to compete.

Berkley Life Sciences, which provides insurance and risk management products and services to life science businesses, including medical device companies, biologic companies, testing laboratories and more, had a growth problem. “We were growing and expanding our product offerings,” explains Jill Wadlund, ALSM, CPCU, President of Berkley Life Sciences. “As a result, we needed an experienced property claims adjuster, but not on a full time equivalent or FTE basis.”

## The Solution

A WAHVE recruiter sourced candidates based on a detailed job description and follow-up conversations with Berkley Life Sciences. Wadlund says the process, which she describes as “very straightforward,” took around two weeks. “It’s worth the wait,” she says. “In my experience, the candidates have been great matches.”

“With WAHVE, we were able to find the right amount—20 hours per week—of the right experience to oversee one of our property TPAS, ensuring that our claims were handled to Berkley Life Sciences’ standards of performance,” says Wadlund.

### About Berkley Life Sciences

*Berkley Life Sciences, a member of W. R. Berkley Corporation, is dedicated to supporting life sciences companies at every stage of their journey, from preclinical development to global commercialization. With a team of experts solely focused on the life sciences industry, they offer innovative insurance products and services that address emerging challenges, fostering a culture of superior service and support.*



CASE STUDY

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She also praises the onboarding process. WAHVE's detailed onboarding guide, she says, combined with Life Science's robust teleworking infrastructure and own onboarding procedures, meant the new wahve was able to quickly, easily, and securely access all necessary systems.

## The Results

Berkley Life Sciences has since hired more wahves. At the beginning of 2016, the company had two in Operations, one in Underwriting, and one in Claims.

“WAHVE has an inventory of highly experienced insurance professionals at the ready—and WAHVE can locate the talent where it resides, so you don't have to rely on the local marketplace,” says Wadlund.

“Because they don't need much training and have 20-plus years in insurance, you can have a ‘vintage’ insurance professional providing support to your organization in very short order.”



*I found the right experienced talent to meet their standard of performance.*

**Jill Wadlund, ALSM, CPCU,**  
President, Berkley Life  
Sciences

