

Paul Cosgrove

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Experience

- **Experience** -- 30 years working in a variety of leadership roles in the insurance industry in Canada

Skills Include

- Sales leadership and business team development
- Client management and relationship ownership across all major Canadian banks
- Board member - Canadian Association of Financial Institutions in Canada (CAFII)
- Management of a multi-product organization
- Management and expansion of a mobile repair and logistics business unit
- Leading and mentoring all functional leaders within Canadian insurance company

Present Employment

Assurant Canada - Toronto, Canada - July 1995 to Present

President and CEO - January 2020 to Present

Primary focus of this role is management of the Canadian operation of Assurant with responsibility for the entire Canadian operation including all functional areas - Finance, Legal Compliance, Human Resources, Client Management and Business Development, Operations and Marketing.

Vice President, Client & Growth, - January 2010- December 2019

Responsible for day-to-day management of all client relationships. Owned the strategy for Business Development and Growth. Led the acquisition of key partners in order to drive growth and capabilities across all key lines of business within the Canadian operation.

Head of Business Development - 2005 - 2010

Managed the sales team and had responsibility for driving strategic growth across all product lines within the Canadian business including financial services and warranty solution with the retail and mobile carrier sectors.

Industry Organizations

**Board Member of American Bankers Life Assurance Company of Florida
January 2020 to Present**

Board Member of Assurant Life of Canada - January 2020 to 2021

Board Member - CAFII - 2019 to Present

I joined the key industry association in Canada for the bank distributors of creditor insurance products. The board consists of the major banks and insurance companies distributing insurance products and services across all provinces in Canada. The board works directly with all insurance regulators in Canada to ensure the fair distribution of products and services while ensuring an understanding of, and adherence to regulations.