



**Director Risk Management
Ross Stores Incorporated**

OUR CLIENT

Ross Stores, Inc. is an S&P 500, Fortune 500 and Nasdaq 100 (ROST) company headquartered in Dublin, California, with fiscal 2012 revenues of \$9.7 billion. The Company operates Ross Dress for Less®, the largest off-price apparel and home fashion chain in the United States with 1,112 locations in 33 states, the District of Columbia and Guam. Ross offers first-quality, in-season, name brand and designer apparel, accessories, footwear and home fashions for the entire family. The Company also operates 115 DD's Discounts in nine states.

LOCATION

Ross Stores Inc.
5130 Hacienda Drive
Dublin, CA 94568

POSITION

Director Risk Management

REPORTS TO

Senior Director, Risk Management

POSITION SUMMARY

The Director of Risk Management will be responsible for providing successful leadership and management of risk management operations to consistently achieve the goals and objectives of the department. You will be responsible for developing and executing dynamic and data driven business plans that aggressively furthers the value of risk management throughout the organization. You will own the process of identifying, measuring and managing all aspects of insurable or hazard risks within the Company. You will be responsible for managing and directing the insurance and claims programs, relationships with third party service providers including brokers, insurers and other TPAs, preparing loss analyses and budgets, identifying exposures, recommending solutions, implementing approved programs, promoting loss prevention, updating and monitoring compliance with insurance procedures and managing safety / risk management programs and manuals.

RESPONSIBILITIES

- Establishes and directs the corporate risk financing alternatives to provide broadest possible coverage at the lowest possible costs.
- Plans, directs, and forecasts the annual budget for Risk Management.
- Manages and directs Company's Captive Manager and Captive Insurance Company.
- Directs the actuarial and Risk Management accounting efforts including the Quarterly and Annual Actuarial Review process. Required to translate the technical aspects of this process and is the main department liaison with the external auditor.
- Manages and directs insurance brokers service delivery including the marketing of Company's various insurance programs.
- Manages, directs and produces all insurance company specification documents for all insurance placements. These documents include: insurance company applications, questionnaires, Company internal queries, loss information, corporate governance, policies and procedures, employee handbooks, etc.

- Negotiates all security agreements with insurance carriers. Evaluates the appropriate security to provide, cash, letters of credit, alternate source letters of credit or surety bonds. Coordinates the issuance and deposit of the instruments.
- Works with Legal and Real Estate to review contracts and agreements for appropriate indemnity and insurance requirement language. Review leases and reciprocal easement agreements for appropriate indemnity and insurance requirement language.
- Determines Company's obligation to provide third parties with certificates of insurance evidencing coverage, arising out of leases, reciprocal easement agreements, loan provisions, construction contracts, etc. Directs the issuance of the certificates as appropriate.
- Reviews surety bonding requests. Drafts specific language to affect the security desired. Directs the execution of the bonds by the insurance carrier.
- Manages and directs the efficient functionality of Risk Management Information Systems, including the accuracy of claims, financial data, and related reports.
- Manages and directs the monthly claims data needs for Company. This process includes managing Claim Administrator Data Analyst and the Risk Management reports that are produced and distributed to operations monthly.

REQUIREMENTS

- 10+ years' experience in the day-to-day risk management function of a large corporation.
- Strong technical skills in risk finance and claims management.
- Strong analytical skills. Ability to provide data-driven solutions.
- Extensive experience and proven track record in casualty claims and litigation management, including a strong knowledge of California insurance claims laws, regulations and practices.
- Extensive experience in managing TPA, Brokers, and other risk management vendor partners.
- Budget planning and management.
- Experience in detailed contract language review.
- Ability to establish and maintain relationships throughout the enterprise.
- Past experience in managing, mentoring and training staff.
- Knowledge of Risk Management Information Systems and the process of control and audit of the system provider.
- High touch communication skills.
- ARM, CPCU or MBA preferred
- Bachelor's Degree in Business, Finance, Insurance or related field.

CONTACT

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