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Gallagher welcomes new corporate broking talent

Brisbane, QLD – 24 June 2021 – Gallagher is pleased to announce two new additions to its Queensland corporate broking divisions. Joining the Brisbane office are Daniel Smith in financial lines and Chris Kleeman as a client manager. These experienced professionals have worked together extensively during their careers. They have chosen to join Gallagher, citing the personal service focus of Gallagher, culture and family-led management as motivation to become part of the company. Paul Harvey, Managing Director of Gallagher Specialisms said: “As Gallagher continues to expand its knowledge base in Queensland, we welcome both Daniel and Chris to our Corporate and Financial Lines teams.”

Bringing over 40 years combined experience in broking and underwriting, the pair bring a vast array of technical knowledge to the Gallagher operation.

Harvey continued: “Both Daniel and Chris have built enviable reputations internationally and within Australia and we’re very excited about having them join our team in Brisbane. These appointments further strengthen our capability to assist businesses of all sizes in Queensland.”

Daniel Smith, a specialties broker and underwriter who thrives on complexity, joins the Gallagher national Financial Lines team with high level experience under his belt. “My primary goal has always remained unchanged, keep learning, look after your clients and listen to, not just hear, what people are saying,” said Smith

The global scope is part of the attraction of joining Gallagher: “I believe Gallagher is a true international broking house and gives companies of any size a strong alternative when it comes to managing their placement needs,” he said.

Gallagher’s new client manager Chris Kleeman says that throughout his career, his focus has been on clients in construction, manufacturing, engineering, services to the mining industry and hard to place/high hazard property risks.

Kleeman isn’t after any easy wins. He finds rewards in structuring alternatives to standard solutions for his clients with specialised needs. “Working through the nuances to achieve a complete solution is very satisfying,” he said.

Chris also rates Gallagher for being a multi-generation family led business with a clear focus on doing the right thing by both clients and employees. “The primary goal remains unchanged, to provide exceptional service in support of clients around their risk management and risk transfer decisions.”



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Daniel Smith (left) and Chris Kleeman (right).

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EDITOR NOTES

Bios:

Daniel Smith, Producer, Queensland Manager, Professional and Financial Risks

A specialties broker and underwriter who thrives on complexity, Daniel Smith joins the Gallagher national Financial Lines team with high level experience under his belt. During his 23 years in the industry he has fulfilled roles as an underwriter and broker for some of the largest insurance companies in the world, placing cover for complex ASX listed companies as well as large privately held companies.

The aspects of the industry that appeal most are the diversity of clients and industries he encounters, the satisfaction of analysing structures of insurance and the final procurement and placement of financial lines risks.

“I enjoy creating solutions for my clients, the ability to give options for a better solution that they may not have seen before,” Smith says.



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The human factor is also important to him. “You can always learn something from anyone you talk to, you just need to speak with them first. Personally for me it has always been about client advocacy and the relationships forged: this includes fellow brokers, underwriters and really any person who provides services within the insurance sector.

“My primary goal has always remained unchanged, keep learning, look after your clients and listen to, not just hear, what people are saying.”

The global scope is part of the attraction of joining Gallagher, he says. “I believe Gallagher is a true international broking house and gives companies of any size a strong alternative when it comes to managing their placement needs.”

Chris Kleeman, Client Manager, Brisbane

A self-described “jack of all trades” in insurance broking, after 20-plus years the Gallagher Brisbane office’s new client manager Chris Kleeman says his focus has been clients in construction, manufacturing, engineering, services to the mining industry and hard to place/high hazard property risks.

Kleeman isn’t after any easy wins. He finds rewards in structuring alternatives to standard solutions for his clients with specialised needs. “Working through the nuances to achieve a complete solution is very satisfying,” he says.

In addition to the technical and creative side of the job he also enjoys the variation in engaging clients across a diverse range of industries. “Any given day can present touch points ranging from property to liability, to financial lines, to assisting clients with risk management, placement or claims.”

His career high point to date, he says, are the four years he spent in the London market, with exposure to placements he typically would not have had an opportunity to be involved with in the Australian market.

Similarly he was drawn to Gallagher due to the “tremendous growth opportunities in the ever shrinking space of international brokerages, and the ability and agility to challenge the status quo on corporate national and global placements.”

He also rates Gallagher for being a multi-generation family led business with a clear focus on doing the right thing by both clients and employees.

“The primary goal remains unchanged, that of being to provide exceptional service in support of clients around their risk management and risk transfer decisions.”



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About Gallagher:

- Arthur J. Gallagher & Co. (NYSE:AJG) is a US-headquartered (Itasca, Illinois) insurance, risk management and consulting organisation with offices in more than 30 countries with additional client-service capabilities delivered through correspondent brokers and consultants in over 140 countries.
- In Australia and New Zealand Gallagher offers trans-Tasman insurance broking, risk management, premium funding and offshore market placement.
- Gallagher provides tailored risk management and insurance products and solutions to clients ranging from small to medium enterprises through to large multi-national corporations, as well as selected affinity partners and trade and industry associations.

Media enquiries:

Gallagher Australia
Robin Moore
Head of Marketing & Communications APAC
Robin.moore@ajg.com.au
+61 434 180 553

Gallagher
Kelli Murray
Director, Public Relations
kelli_murray@ajg.com
+011 847-273-3896