

Jennifer P. Sexton, J.D.

43 Stockton Lane | Boston, MA 02115 | 888-737-3963 | info@norwoodconsulting.org

Senior Legal Analyst

Dedicated, diligent legal and insurance professional with extensive experience providing underwriting, marketing, counsel, and research services to clients. Highly organized and extremely detailed, able to work seamlessly on multiple projects and transactions simultaneously. Comfortable leading roundtable discussions on a variety of legal matters related to insurance and financial investments. Capable closer, realizing significant growth in office revenue and profit margins through effective utilization of direct marketing methods both in-person and via telephone and written correspondence. Sharp and effective communicator, with strong negotiation, leadership, and interpersonal skills. Naturally energetic, involved, and visible.

KEY AREAS OF EXPERTISE

- Financial Investments
- Operating Agreements
- Business Development
- Sales and Marketing
- Title Insurance Policies/Endorsements
- Cross-Border Transactions
- Corporate Entity Documents
- Loan Financing Documents
- Banking
- Easements
- Underwriting
- Purchase Agreements

EDUCATION/LICENSES

State Bar of Massachusetts – Law License

Juris Doctor (J.D.), Harvard Law School, Cambridge, MA, 2006

Bachelor of Arts in History, Michigan State University, Lansing, MI, 2000

PROFESSIONAL EXPERIENCE

Commercial Manager/Counsel – Hanover Insurance Group, Worcester, MA – 2006 to Present

Senior Commercial Closing Officer – Eaton Vance Corporation, Boston, MA – 2002 to 2006

Commercial Closing Officer – Metropolitan Insurance Company, Bloomfield Hills, MI – 2000 to 2002

- **Managed commercial operations** for the New England Region (Massachusetts, New Hampshire, Vermont, Maine, Connecticut, and Rhode Island) for National Insurance Services (NIS), a division of Hanover Insurance Group. Reported directly to the Regional VP.
- Consistently **improved profitability** of the NIS office, achieving \$20M-\$25M in gross revenues annually and capturing **double digit profit margins** each year (**18-23%**).
- Entrusted with authority to underwrite transactions up to \$50M and provided input on transactions that exceeded that threshold, which were handled by state, regional, and senior underwriting counsel.
- Marketed services to law firms, lenders, commercial realtors, and other direct offices of Hanover via office visits, cold calls, and in-office roundtable discussions on legal issues related to title insurance.
- Reviewed ALTA and mortgage surveys and researched title exceptions, such as easements, right of ways, and leases, to determine if they were applicable to subject properties or if they could be deleted.
- Joined several committees of the Financial Services Section of the State Bar and led roundtable discussions at the section meetings on specific title insurance/transactional legal issues.

AFFILIATIONS

- State Bar of Massachusetts – Financial Services Section
 - Continuing Legal Education Committee
 - International Transactions Committee
 - Title and Insurance Committee
- Boston Bar Association
- American Bar Association