

# Elliot L. Konschak

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## SUMMARY

Executive leader with 35+ years of experience building and operating regulated agricultural insurance platforms across MPCI, crop-hail, livestock, PRF, and Farm & Ranch programs. Proven record scaling multi-region operations, managing carrier and regulatory risk, and integrating technology and analytics to improve execution discipline, compliance, and platform performance. Deep expertise aligning independent agencies, carriers, and producers within complex risk frameworks to deliver sustainable growth without operational disruption.

## EXPERIENCE

### ***Ekon Legacy Konsulting, LLC***

Jan 2025 – Present

#### ***Founder & Principal | Executive Advisor – Agricultural Risk & Platform Strategy***

Provide executive advisory services to agriculture platforms with a focus on risk mitigation for growers. Advise capital providers and ag platforms on distribution strategy, risk products, and operating model design. Extended consulting engagement with an agriculture technology provider serving in an executive operating capacity supporting go-to-market, partnerships, and risk solution design.

### ***Hudson Insurance Company***

Nov 2023 - Jan 2025

#### ***Chief Information Officer - Crop***

Led research and implementation of remote sensing, cloud-based ag technologies, and AI analytics to streamline field operations and support data-driven decision-making for multi-region scalability. Designed agent work management tools and MPCI Crop Policy Dashboard, enabling efficient sales processes and compliance across dealer networks, improving business efficiency by 20%+. Collaborated with BI/Analytics and vendor teams as key liaison for crop/livestock SaaS systems, confirming data accuracy for financial reporting and revenue forecasting. Contributed to National Crop Insurance Services TIPS and Crop Insurance Professionals Association 508(h) committees, advancing industry standards for ag tech innovation and grower-focused solutions. Initially hired as Head of Crop Analytics & Technology; promoted to CIO–Crop. Positioned technology and analytics as core risk-control functions, reducing operational surprises, improving audit readiness, and strengthening carrier and regulator confidence.

### ***AgriSompo North America***

Jun 2017 - Nov 2023

#### ***Vice President - Research & Development***

Directed agronomic and remote sensing R&D for risk management products, including weather insurance and surplus lines, to support sustainable specialty crop production and revenue growth. Analyzed market competition and agronomic trends to innovate products, scaling solutions across North American regions with a focus on grower economics and ROI. Initially hired as Vice President, Private Products; promoted to Vice President-Research & Development. Oversaw private product development aligned with MPCI, including crop-hail rating, underwriting, and new implementations—driving premium growth through integrated sales strategies. Led competitor analysis and launched BAND private product, enhancing MPCI support and expanding dealer/agent adoption in multi-state markets to enhance grower ROI. In 5 years, BAND peak annual GWP \$22 million, a combined ratio of 94% across fifteen states, demonstrating disciplined portfolio balance and geographic diversification. Managed Private Products team, developing sales training and marketing materials to enable agents and growers, building scalable distribution channels.

### ***Swiss Re Corporate Solutions***

Sep 2015 - Jun 2017

#### ***US MPCI Market Leader***

Oversaw MGA operations delivering MPCI via Westport Insurance, managing distributor compliance and fund designation modeling for SRA within a global reinsurance framework—ensuring revenue targets in competitive markets. Supported product development and rating for crop-hail/ named peril insurance, cross-selling E&O solutions to crop agents to expand revenue streams. Conducted annual MGA audits and contributed to Plan of Operations, fostering strategic partnerships with growers and stakeholders.

## **OneBeacon Insurance Group**

May 2014 - Aug 2015

### **President of Crop**

Managed MGA operations for MPCI delivery, achieving 80% premium growth through targeted Crop-Hail/MPCI marketing and integrated sales strategies. Identified and resolved reporting deficiencies in RMA submissions, improving accuracy and enabling scalable sales processes across regions. Approved RMA SCORE reports and supported SRA matters, aligning operations with revenue and compliance goals.

## **NAU Country Insurance Company, A division of QBE Insurance Group**

Jun 2001 - May 2014

### **Senior Vice President, Underwriting-Crop**

Led platform expansion from \$0 to \$1B in premium over ten years through disciplined underwriting, operational scale, and multi-state expansion; supported two acquisitions and two major mergers under Lightyear Capital and QBE ownership.

Established MPCI underwriting standards and RMA SRA compliance, creating training programs for CE/RMA accreditation to empower sales teams. Supervised National Training Director, developing annual agent programs to enhance sales enablement and grower engagement.

### **Chief Information Officer & Chief Operating Officer**

Implemented business continuity with real-time data backup and deployed web-based mapping/quoting software, streamlining agent efficiency and sales quoting for instant multi-option coverage. Executed RMA Standard Reinsurance Agreement, unified branding across agencies/software, and coordinated marketing/underwriting strategies with branch leadership—driving operational scalability. Managed software licensing/IT during division relocation, integrating teams for seamless revenue operations.

## **AGFORCE Insurance Services**

Aug 1998 - Jun 2001

### **Vice President, Field Services & Technology**

Managed \$13M sales territory, enhancing third-party processing systems (20% efficiency gain) and leading RMA-approved map-based acreage reporting for precision sales support. Designed/implemented quoting and loss adjustment software; delivered training/technical support to agents, adjusters, and farmers—boosting adoption and ROI. NAU Country Insurance Company acquired AGFORCE in June 2001.

## **EDUCATION**

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*Duke University Corporate Education*

*Advanced Leadership & Strategic Management (Executive Training Course)*

*Concordia College of Moorhead*

*Bachelor of Business Administration • Accounting & Office Administration*

## **SKILLS**

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- Platform Operations & Risk Governance
- Carrier & Regulatory Management (RMA / SRA)
- Multi-Region Growth & Portfolio Diversification
- Data, Analytics & Decision Enablement
- Technology & Systems Integration
- Agency & Distributor Network Leadership