

# Elliot L. Konschak

Andover, US 55304 | 612- 207-5263 | ekon@comcast.net | <http://www.ekon.info>

## Personal Summary

Senior Executive with over 35 years of experience in the crop insurance industry. Specializing in innovative technology solutions, operational leadership, and strategic partnerships. Demonstrated success in leading cross-functional teams and driving efficiency through automation and process improvements. Analytical-driven execution to support business acumen. Support informed decision-making by maintaining and reinforcing organizational alignment.

- Technology Vision
- Data analysis
- System Implementation
- Disruptive Technology
- Innovation, Leadership
- System Design
- IT Governance
- Budget Administration
- Financial Services Product Design
- Product Development, Training, and Sales Enablement
- Reinsurance/SRA Fund Designation

## Experience

**CHIEF INFORMATION OFFICER - CROP** | 11/2023 - 01/2025

**Hudson Insurance Company - Overland Park, KS, USA**

- Researched and implemented remote sensing and cloud-based ag technologies to improve business efficiency.
- Developed agent work management tools and MPCl Crop Policy Dashboard for streamlined operations.
- Collaborated with the BI and Analytics teams to validate data accuracy for financial reporting.
- Acted as a key liaison with software vendors for crop and livestock processing systems.
- Participated in NCIS TIPS and CIPA 508(h) committees to support industry standards and innovation.

**VICE PRESIDENT - RESEARCH & DEVELOPMENT** | 02/2021 - 11/2023

**AgriSampo North America - Lenexa, KS, USA**

- Researched agronomic and remote sensing solutions for business support and risk management.
- Evaluated technologies for operational efficiency and loss adjustment verification.
- Developed and enhanced private agricultural products, including weather insurance and surplus lines.
- Analyzed market competition and agronomic trends for product innovation.

**VICE PRESIDENT - PRIVATE PRODUCTS** | 06/2017 - 02/2021

**AgriSampo North America - Lubbock, TX USA**

- Oversaw private product development and management in alignment with MPCl.
- Led crop-hail rating, filing, underwriting standards, and new product implementation.
- Conducted competitor analysis and launched the BAND private product to support MPCl premium growth.
- Managed the Private Products team and developed training and marketing materials for agents and growers.

**US MPCl MARKET LEADER** | 09/2015 - 06/2017

**Swiss Re Corporate Solutions - Kansas City, MO, USA**

- Oversaw MGA operations, delivering MPCl under Swiss Re Corporate Solutions via West port Insurance Corporation.
- Conducted annual MGA audits to ensure compliance with internal controls.
- Supported fund designation modelling for SRA, and contributed to the annual Plan of Operations.
- Participated in product development and rating for crop-hail and named peril insurance.
- Cross-sale initiative for Errors and Omissions Insurance for crop insurance agents.

#### **PRESIDENT OF CROP | 05/2014 - 08/2015**

##### **OneBeacon Insurance Group - Minnetonka, MN, USA**

- Managed MGA operations, delivering MPCl under OneBeacon, ensuring regulatory and contractual compliance.
- Approved RMA SCORE reports and supported National Financial Operation Review and SRA-related matters.
- Identified reporting deficiencies in RMA-required submissions by MGA, improving compliance and accuracy.
- Achieved 80% MPCl premium growth through integrated Crop-Hail and MPCl marketing strategies.

#### **SENIOR VICE PRESIDENT, UNDERWRITING-CROP | 04/2010 - 05/2014**

##### **QBE Insurance Group - Ramsey, MN, USA**

- Provided operational leadership and identified growth opportunities, supporting the expansion strategy.
- Built strategic partnerships with vendors and independent insurance agents to drive business development.
- Led process optimization initiatives, reducing the data error rate to under 1% of gross premium on MPCl.

#### **SENIOR VICE PRESIDENT, UNDERWRITING & STANDARDS | 06/2001 - 04/2010**

##### **QBE Insurance Group - Ramsey, MN, USA**

- Established MPCl underwriting standards and ensured RMA SRA compliance.
- Created and led training programs for CE and RMA accreditation, supervised National Training Director.
- Implemented business continuity with real-time Oracle and NetApp data backup systems.

#### **CHIEF INFORMATION OFFICER | 06/2001 - 04/2010**

##### **QBE Insurance Group - Ramsey, MN, USA**

- Implemented a business continuity plan with real-time Oracle and NetApp data backup.
- Deployed web-based mapping software to streamline agent accessibility and efficiency.
- Designed and launched enhanced quoting software with instant, multi-option coverage tools.

#### **CHIEF OPERATING OFFICER | 06/2001 - 04/2010**

##### **QBE Insurance Group - Ramsey, MN, USA**

- Managed software licensing, IT operations, and team integration during division relocation.
- Executed RMA Standard Reinsurance Agreement, and unified branding across agencies and software platforms.

#### **VICE PRESIDENT, FIELD SERVICES & TECHNOLOGY | 08/1998 - 06/2001**

##### **AGFORCE Insurance Services - Fargo, ND, USA**

- Managed a \$13M sales territory, enhanced a third-party processing system, increasing efficiency by 20%, and led the development of RMA-approved map-based acreage reporting.
- Designed and implemented quoting and loss adjustment software; delivered training and technical support to agents, adjusters, and farmers.

---

## **Education**

##### **Duke University Corporate Education - Executive training course**

Advanced Leadership & Strategic Management, 01/2014

##### **Concordia College of Moorhead - Moorhead, MN | Bachelor of Business Administration**

Accounting, Office Administration, 01/1992

## Key Accomplishments & References

- Led the integration of Leaf.io for cloud-based precision ag data ingestion, enhancing operational efficiency
- Co-developed a customizable risk management insurance product with over 9,000 options, achieving a 94% combined ratio across 14 states
- Implemented the first RMA-approved map-based Acreage Report and geospatial FCI-33 High Risk Land maps, improving compliance and data accuracy
- Authored key sections of the RMA Crop Insurance Handbook, including the Agent of Record and premium payment procedures
- Designed and launched the first MPCl in-field loss adjustment software, achieving a 1,500% ROI, and a 93% error reduction in the first year

References are available upon request (including former President, COO, and CEO/Presidents from prior companies)