



Justin Hall

Vice President AMER, Sollers Consulting
P&C Insurance Executive Leader | Technologist, Team Builder, Negotiator

An experienced, global, **strategic IT leader in the P&C Insurance vertical** with a track record of **successful, large (\$50M+ USD, on-prem and AWS cloud) delivery leadership**. Uncovering **mutual purpose** between executive/board members, business and IT is a core skill; **building teams to deliver** that mission while fostering employee **engagement, culture & retention**, is a passion. Caring for **people and profitability** is at my heart. My entire career has been inside the technology of **P&C core systems, enterprise software and Insurtech's** and I am a trusted advisor to the P&C executive community.

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Washington, DC Area

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Proficiency in Enterprise Software Advisory, Sales, Delivery Leadership, and Team Building Exhibited in 20+ Years at Sollers Consulting, Guidewire Software and Perot Systems

Go-To-Market Sales

- Professional Services sales and License sales support at large Tier 1/Tier 2 insurance carriers.
- Partnered with CIO & CTO stakeholders to steer programs to Guidewire software and services including one £120M+ transformation program.
- Developed roadmaps and visions for software programs that drove increased ARR and decreased operational costs.
- Skilled negotiator and listener which finds mutual purpose between IT and business groups to sell, manage delivery scope, timelines, and budget.

Enterprise Cloud Delivery

- Delivered Guidewire InsuranceSuite at Direct Line Group. AWS cloud implementation, with an upgrade from on-prem, and consolidated data centers.
- Enabled new DWP (GBP) with new insurance lines of business added.
- Partnered with the TMNF executive team to deliver ClaimCenter. Highlighted risks, provided strategic direction, and steered towards OOTB usage. (TMNF is Japan's largest P&C insurer and in the top 10 worldwide.)

Team Leadership & Development

- International and domestic leader which has hired, mentored and grown Professional Services groups.
- Lead the AMER Professional Services team evolving the group from on-prem delivery skills to cloud, SaaS culture and skillsets.
- Created sustainable practices in London and Tokyo
- As implementation delivery lead, lead teams of up to 40+ Guidewire resources and customer & SIs of over 200 resources.

Professional Work Experience

SOLLERS CONSULTING (2022 – present)

Vice President (AMER)

Mission in-progress:

- In Europe, Sollers is the largest Guidewire System Implementer. I'm tasked with growing Sollers Consulting -in America- as a brand, growing the USA based team, providing executive leadership to P&C board and C-level members, and selling and delivering core system solutions to P&C carriers.

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GUIDEWIRE SOFTWARE (2006 – 2022, 15+ years)

Director (AMER), Account Manager (EMEA), Field Consulting Director (APAC)

Key Achievements:

- Began hands-on as a Guidewire configuration consultant and was promoted consistently. Within a few years was selling Services and partnering with C-level executives on large delivery programs.
- Customer driven thought leader with insurance domain experience gained in Japan, Europe, Russia and the Americas. Consistently achieved high customer satisfaction scores (NPS).
- Built and lead the AMER Professional Services Consulting Management Team (300+ consultants, 11 direct hires – all remote). Providing strategic leadership to hit P&L and utilization targets. Sourcing and offering skills training for the consultants including Crucial Conversations, Presentation Workshops, Negotiation and AWS Cloud. Achieving a 2% voluntary attrition! Given the success, expanded this practice to 4 of our acquisition companies.

DELL (formerly PEROT SYSTEMS) (2001 – 2006)

BPM / Workflow Solution Designer, Professional Services Lead

Key Achievements:

- Provided business process optimization and implementation consulting to insurers, telecom and financial services companies including SallieMae Financial Services, JP Morgan Chase, and Nationwide Insurance.

HALL SOLUTIONS, LLC (1996 – current)

CEO Founder and Managing Member

Key Achievements:

- Rental home management including software automation for landlords
- Developed DIGIPICS™ software for some of the first digital cameras. Sold enterprise licenses to multiple insurance companies' claims divisions (USA and Canada).
- Developed (and still maintain) a cloud hosted SaaS baseball umpire booking & invoicing tool.

Education & Personal

York College of Pennsylvania

- Class of 2000, Mechanical Engineer, B.S.

Volunteer & Community

- Keynote Speaker | Youth Leader
- Videographer | Finance, ESL Teacher | Event Coordinator

Core Competencies

Strategic Leader

Defines & Executes Visions

Deep Insurance Domain Knowledge

Security Obsessed, Enterprise Minded

Strong Sales & Negotiation Skills

International

Collaborative Negotiator

Technically Strong

Skilled Communicator & Presenter

Mentor