



**State of New Jersey**

DEPARTMENT OF BANKING AND INSURANCE  
 ADMINISTRATION  
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MIKIE SHERRILL  
 Governor

SUSAN OCHS  
 Acting Commissioner

DR. DALE G. CALDWELL  
 Lt. Governor

TEL (609) 292-7272

ILA BHATNAGAR  
 Assistant Commissioner

The New Jersey Department of Banking & Insurance invites qualified candidates to apply for the following position:

<b>POSTING NUMBER</b>	2026-BIA-001				
<b>TITLE &amp; TITLE CODE IF APPLICABLE</b>	Title: Director, Division of Insurance Unclassified N.J.S.A. 17:1-14 Title Code: 12502	<b>OPENING DATE</b>	February 3, 2026	<b>CLOSING DATE</b>	Until Position is Filled
<b>UNIT &amp; LOCATION</b>	Division of Insurance Mary Roebling Building 20 W. State Street Trenton, New Jersey	<b>TITLE RANGE &amp; SALARY RANGE</b>	X98 \$180,000 - \$195,000		
		<b>STARTING SALARY</b>	\$180,000 - \$195,000		
<b>OPEN TO</b>	General Public				
<b>TITLE DESCRIPTION</b>	<p><i>Under the general direction of the Commissioner, Department of Banking &amp; Insurance, or designee, has charge of the functions and duties that relate to the supervision and regulation of insurance entities; does related work as required.</i></p> <p>The New Jersey Department of Banking and Insurance seeks a highly motivated, experienced leader to head the Division of Insurance. Reporting to the Commissioner of the Department of Banking &amp; Insurance, and nominated by the Governor, the Director of Insurance oversees all state functions and duties that relate to the supervision and regulation of insurance entities.</p> <p>The Division of Insurance oversees the processes for issuing licenses to insurance companies, producers and other risk-assuming entities, reviews insurance products and rates for compliance with existing regulations and monitors the financial solvency of licensees to ensure product availability in the marketplace. The Division also oversees the responses to consumer concerns and inquiries and endeavors to educate consumers regarding insurance products and issues.</p> <p>Focusing on the critical goals of access, affordability, solvency and consumer protection, the Director of Insurance will oversee all units of the Insurance Division, including:</p> <ul style="list-style-type: none"> <li>• Consumer Protection Services</li> <li>• Office of Solvency Regulation</li> <li>• Life Insurance, Health Insurance, and Property &amp; Casualty Insurance</li> <li>• Bureau of Fraud Deterrence</li> </ul> <p>Additionally, the Director of Insurance will work with departmental, inter-agency, and industry partners to identify gaps, streamline processes, and ensure efficient protocols to improve both consumer and carrier experiences with the Division.</p> <p>The Director of Insurance will also represent the Department externally and manage relationships with regulatory peers domestically and internationally.</p>				

<p><b>EXPERIENCE REQUIREMENTS</b></p>	<p>15 years of experience required. Ideal candidates will demonstrate: 1) expertise in the insurance industry, including legal, policy and regulatory matters, 2) strong leadership skills, including the ability to manage teams across multiple workstreams and jurisdictions, and 3) experience driving process improvements and customer service-oriented initiatives to achieve faster decision making and quicker turnaround times for both consumers and industry applications.</p>
<p><b>NOTE</b></p>	<p>The position of Director of the Division of Insurance is appointed by the Governor, with the advice and consent of the Senate, and shall serve at the pleasure of the Governor. In the absence of the Commissioner of the Department of Banking and Insurance, the Director of Insurance may be designated acting Commissioner for all matters relating to insurance.</p> <p>The Director of the Division of Insurance shall not, within the five years immediately preceding appointment as Director of the Division of Insurance, have been employed by, acted as agent or contractor for, or managed or controlled any entity that was engaged in the banking business pursuant to Subtitle 2 of Title 17 of the Revised Statutes.</p>
<p><b>LICENSE REQUIREMENTS</b></p>	<p><b>A TRUE AND ACCURATE COPY OF A TRANSCRIPT EVIDENCING ACHIEVEMENT OF FULL IN DEGREE FROM AN ACCREDITED COLLEGE OR UNIVERSITY MUST BE INCLUDED WITH YOUR APPLICATION; IF THE TRANSCRIPT IS NOT SUBMITTED ALONG WITH YOUR APPLICATION, YOUR APPLICATION MAY NOT BE CONSIDERED.</b></p> <p>Appointees will be required to possess a driver's license valid in New Jersey only if the operation of a vehicle, rather than employee mobility, is necessary to perform the essential duties of the position.</p>

<p><b>RESIDENCY REQUIREMENTS</b></p>	<p>The "New Jersey First Act," <a href="#">N.J.S.A. 52:14-7 (L. 2011, Chapter 70)</a> effective September 1, 2011, contains new residency requirements for public officers and employees, unless exempted under the law. Current, new or prospective employees should be aware of the following:</p> <p>Effective September 1, 2011, all employees of State and local government must reside in the State of New Jersey, unless exempted under the law. If you already work for State or local government as of September 1, 2011, and you do not live in New Jersey, you are not required to move to New Jersey. However, if you begin your office, position or employment on September 1, 2011 or later, you must reside in New Jersey. If you do not reside in New Jersey, you have one year after the date you take your office, position or employment to relocate your residence to New Jersey. If you do not do so, you are subject to removal from your office, position or employment.</p>
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**GENERAL  
INFORMATION**

Medical Accommodation Requests: The New Jersey Department of Banking and Insurance provides reasonable accommodations to applicants with disabilities upon request in accordance with the law. If you need a reasonable accommodation for any part of the application, interview, and/or hiring process, please contact the Department's ADA/Medical Accommodations Coordinator, Lisa Clapp, at [lisa.clapp@dobi.nj.gov](mailto:lisa.clapp@dobi.nj.gov) or (609) 940-7337, for assistance.

Telework: This position may be eligible to participate in the Department's pilot Telework Program/Policy, which offers eligible employees the opportunity to work remotely up to two (2) days per week, if approved by Management per operational needs, subject to all requirements of the Department's Telework Program/Policy. For questions regarding Telework eligibility, please ask during the interview process if selected for an interview.

Benefits: For questions regarding health insurance and other job-related benefits, please direct inquiries to the Department's Human Resources Office at the email address provided below.

Hours of Work: The hours of work for this position are Monday through Friday from 9:00 a.m. to 5:00 p.m. All Non-Limited (NL) titles will be required to perform work beyond the stated hours of work as needed, in compliance with applicable collective bargaining agreements and laws.

State as a Model Employer ("SAME") Applicants: If you are applying for this position under the State of New Jersey's SAME Program, please note that your supporting documents (i.e. Schedule A or B Letter), must be submitted along with your Resume, by the closing date indicated above. For information on the SAME Program, please visit the New Jersey Civil Service Commission's ("CSC") website at: [Civil Service Commission | Overview \(https://nj.gov/csc/same/overview/index.shtml\)](https://nj.gov/csc/same/overview/index.shtml), and for any questions regarding the SAME program, please contact CSC by email: [CSC-Same@csc.nj.gov](mailto:CSC-Same@csc.nj.gov), or by phone at: 609-292-4144, "option 3".

**APPLICATION INSTRUCTIONS**

**Applicants must submit a Letter of Interest, Resume, transcript(s) if specified above, and three (3) professional references of your current or former supervisors/ managers- please only provide references for those to whom you have reported in the workplace and who have supervised or managed your work. Please provide your references' names, job titles and current contact information, including email addresses. All application documents must be submitted by the Closing Date specified above to the Department of Banking and Insurance's Human Resources Office at [Recruitment\\_Hiring@dobi.nj.gov](mailto:Recruitment_Hiring@dobi.nj.gov), with your last name and the BIA Posting Number above included in the subject line of your email. Thank you.**

The New Jersey Department of Banking & Insurance is an Equal Employment Opportunity Employer.