

As Seen In

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SALUTE TO WOMEN IN NEW ENGLAND INSURANCE



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How did you get your start in the insurance industry? My first role in the industry was in the accounting department for SIAA. Knowing nothing about insurance besides my own personal auto policy, I was determined to understand not only the business model of our company but how it played a role in the industry itself.

What career challenges have you faced and overcome? While having to learn the nuances of insurance along the way, I've faced multiple career challenges,

one being the self-doubt of leaving an industry that I earned my degree in. For me, this was the legal field. I'm sure this resonates with many people, and I am so glad I made the transition. I've been able to apply many lessons from my education with my own personal strengths to cultivate meaningful internal and external relationships all while streamlining success and adapting to the continuous changes in our industry.

What has been your most important leadership lesson? Identifying and evaluating not only my own strengths and weaknesses but also of my team. Being able to adjust to individual personalities and find successful ways to deliver a message has proven invaluable to overall team success.

What advice do you have for young insurance professionals? Never stop learning (or reading). The insurance industry offers so much diversity and opportunity, and with knowledge, you can capitalize on all that it has to offer. For me, reading has helped keep my mental health strong, and it doesn't have to be insurance related!

What advice would you give to your younger self? I have no regrets about the path I chose that has led me to where I

As vice president of operations for SAN Group, Alex has shown exceptional leadership, innovation and dedication, earning her a rightful spot in the women in New England insurance issue. Her strategic vision has enhanced operations, increased efficiency and improved service levels, while her forward-thinking has set new standards and positively impacted SAN Group.

– Lisa Grover,
SIAA

am today. I have been extremely fortunate with the professional relationships I've made throughout my career.

One piece of advice that was given to me that would have benefited my younger self was, "Mistakes have the power to turn you into something better than you were before."

A lot of times, especially as we navigate into the professional world, we let the fear of making mistakes limit us. I've learned my greatest lessons from mistakes I've made. How you admit, accept and respond after the mistake will always make a greater impact than the misstep itself.

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