



Steve Tombarelli

Vice President, Business Insurance Advantage



Steve joined SIAA at the end of 2013 as National Director of the Business Insurance Advantage (BIA) division. He is responsible for assisting Member Agencies across the country in writing more quality commercial lines premium. Steve helps those Member Agencies by introducing them to the tools necessary to increase commercial lines premium volume, including components of target marketing, education/training, and identifying (and working with) partner insurance companies focusing on commercial lines premium.

Steve has a wide range of knowledge in the commercial insurance arena, is well acquainted with how insurance companies operate, and has worked extensively with Independent Insurance Agents in his previous carrier company positions.

Immediately prior to joining the SIAA team, Steve was Regional Sales Director of Select Commercial Business for all of New England with Travelers Insurance. For the three years prior to joining Travelers, he was Select Customer Sales Manager at The Hartford Insurance.

A graduate of Merrimack College in North Andover, MA, Steve has a track record of implementing successful business strategies and accelerating growth of market share in competitive marketplaces.