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Phurba is a financial lines broker with USI Insurance Services (USI) where manages Northern California and serves as in-house resource for the west region. He specializes in management, professional and cyber liability insurance for portfolio startups and unicorns to large private/nonprofit and public company clients in the technology, life sciences, public entity, municipality, financial institution, real estate and agriculture sectors.

In this role, Phurba provides consultative services, market negotiations, policy analysis and placement, contract review, risk assessment and claims advocacy services. He assists in driving retention and growth strategies, maintaining carrier relationships and delivering state-of-the art coverage for USI clients and prospects.

Phurba has over 20 years of experience in financial lines products. Prior to joining USI (after its acquisition of Wells Fargo Insurance Services), he co-ran The AssureTech Group, a specialty wholesale brokerage focused on venture capital and portfolio company risks primarily for member firms of the National Venture Capital Association (NVCA). Prior to that he was a management liability broker at Carpenter Moore and Woodruff Sawyer, both highly regarded boutique insurance brokerage firms based in San Francisco. Prior to working in the insurance industry, he was consultant on various environmental projects in Nepal for the World Wildlife Fund after graduate school and spent several years doing biomedical research after college.

Phurba has an M.B.A. with a concentration in banking & finance from Case Western Reserve University and a B.A. in neuroscience from Oberlin College. He is based and lives in San Francisco.

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