

# MARGAUX L. WEINRAUB

CPCU, ARM, CPLP, CCIC, Cyber Practice Leader

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Margaux Weinraub joined Graham Company in 2020 and serves as the Cyber Practice Leader. In her current role, Margaux negotiates terms and pricing for cyber liability insurance placements and maintains technical expertise in reviewing cyber liability policies. Margaux provides unique Graham Company services such as coverage gap analysis to determine deficiencies in coverages, and educational support regarding emerging cyber risks and potential business impact. Margaux frequently participates in webinars and has authored publications related to cyber security prevention and risk exposures.

In August 2023, Graham Company was acquired by Marsh & McLennan Agency (MMA). Representing the East region, she is an active member of the MMA Dedicated Cyber Tech Practice to remain knowledgeable of evolving coverages, analytics capabilities, and claims trends within the Cyber Liability marketplace.

Margaux utilizes her underwriting background to analyze each organization individually, ensuring comprehensive and tailored cyber liability coverage placements for the unique and complex exposures.

Prior to joining Graham Company, Margaux was a Professional Liability Underwriter and Distribution Analyst at a global commercial insurance carrier. In these positions, Margaux's responsibilities included crafting customized cyber and professional liability programs to middle market clients across various industry segments, and developing opportunities and maintaining business relationships within the Mid-Atlantic territory.

Margaux graduated with Distinction from The Pennsylvania State University's Smeal College of Business with an undergraduate degree in Enterprise Risk Management and a Spanish minor. She also holds the Chartered Property Casualty Underwriter (CPCU), Associate in Risk Management (ARM), Cyber Professional Liability Practitioner (CPLP), and Cyber COPE Insurance Certification (CCIC) designations.

## Contact Information

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Passionate about positively impacting others, Margaux serves as the Vice Chair of the Insurance Society of Philadelphia NextGen Board, mentors junior talent in the Insurance Industry, volunteers as an Alumni Advisor to members of the Alpha Omicron Pi Women's Fraternity, has led diversity and inclusion employee resources groups, and participated as an Ambassador at the Reading Terminal Market.