



Neil Watson

Director Global Operations

Lowers & Associates

Areas of Expertise

- Insurance industry
- Risk surveys
- Armored car operations
- Cash handling operations
- Risk mitigation strategies
- Fine art, jewellery, and specie

Professional Summary

With nearly three decades of experience in the insurance industry, including over 20 years within the Fine Art Jewellery and Specie sector, Neil has forged trusted relationships with the industry's key insurers, in both the London and international insurance markets.

In his role as Director Global Operations for Lowers & Associates, Neil drives the company's growth, operations, and relationships with insurers and their insureds – overseeing risk surveys and risk mitigation services. Neil is charged with growth across verticals with an international focus in the specie market and assisting growth within the TPA business line. He works closely with the Lowers claims team and the emerging markets team to bring new initiatives to market in order to meet the evolving needs of clients.

Neil's career is highlighted by the successful implementation of recommendations across the Brazilian cash in transit industry with London brokers and insurers to see a significant decrease in losses to insurers. He also worked with the regulators of the cash in transit industry in Ireland to ensure compliance with local regulations. His efforts have also resulted in long-standing relationships with key specie insurance market brokers and underwriters, helping to make Lowers & Associates the go-to company for risk surveys.