

Joseph S. Failla

Senior Vice President



Joe Failla is senior vice president for Brown & Brown, where he is responsible for overseeing product and underwriting for the Wholesale Brokerage segment. Joe primarily concentrates on the binding business and driving the Wholesale Brokerage segment's property facility operations. Joe was integral to the 2008 launch of Decus in London and serves as chairman at Decus Insurance Brokers Ltd.

Joe joined the Brown & Brown internal audit team in 2004 then became a regional operations leader in 2006, where he worked with the Wholesale Brokerage, Retail and Services segments and public entities. Having held a variety of positions throughout his more than 20-year insurance career, Joe brings relevant and respected insight into this senior leadership role. Recognized for his drive to innovate, exceptional leadership, customer support and success in growing the business, Joe was named the office leader of Hull & Company, LLC - Horsham in 2012 and then Hull & Company, LLC - Tampa Bay in 2014.

In 2017, he added additional operational duties within the Wholesale Brokerage segment as the London binding authority coordinator and director of wholesale technology. He was named to the Brown & Brown Senior Leadership Team in 2018.

Joe started his career at National Futures Association and worked at Ernst & Young as a regional hedge fund administrator before joining Brown & Brown in 2004.

Joe earned a bachelor's degree in accounting from Pace University. He loves sports and spending time with family. Joe and his husband, Frank, have two children and reside near Tampa, Florida.