

FOR IMMEDIATE RELEASE

Hauser Appoints Stephen Watkins as Chief Commercial Officer in Strategic Milestone for Middle Market Private Equity Risk Services

Cincinnati, Ohio | April 15, 2026

Industry veteran brings three decades of insurance, venture capital, and commercial leadership to advance Hauser's proprietary technology platform and PE-native growth strategy.

HAUSER, a risk consultancy purpose-built for the private equity market and powered by proprietary technology, today announced the appointment of **Stephen Watkins** as Chief Commercial Officer. The appointment marks a defining milestone in Hauser's growth trajectory—and a clear signal of the firm's commitment to redefining what a modern PE risk partner looks like.

In this role, Watkins will lead Hauser's commercial strategy with a mandate to accelerate growth across the middle market PE community—spanning risk intelligence, M&A diligence, and insurance program design for portfolio companies and their sponsors. He will bring Hauser's commercial strategy to market, including Portfolio IQ™—the firm's proprietary platform that delivers consolidated, real-time visibility into risk and spend across the portfolio, benchmarked, standardized, and structured to support governance, diligence, and exit.

"The Hauser role represents a compelling combination of market focus in private equity, senior leadership alignment around growth and enthusiasm to invest in people and technology to achieve our goals. Hauser has made significant leadership changes towards creating a different approach to serving clients and it is a fantastic foundation from which to build."

— Stephen Watkins, Chief Commercial Officer, Hauser

"Stephen's appointment marks an important step in Hauser's continued evolution as a differentiated partner to the private equity community. His experience across insurance and capital markets, combined with a strong track record of building and leading high-performing teams, will further strengthen our ability to deliver integrated, technology-enabled solutions. Just as importantly, his collaborative approach and leadership style are highly aligned with our culture as we continue to scale the platform."

— John Gaffney, COO & Co-Managing Partner, Hauser

A Career Built at the Intersection of Insurance, Growth, and Strategy

Watkins brings more than three decades of experience across insurance, venture capital, and commercial leadership to the role. He spent 16 years at Aon in a succession of senior positions spanning client-facing sales, sales leadership, and enterprise commercial strategy. Most recently, he served as Chief Commercial Officer of Aon Growth Ventures, where he scaled businesses, strengthened strategic partnerships, and drove go-to-market execution for emerging product lines including fleet risk intelligence and climate solutions—experience that maps directly to Hauser's proprietary, intelligence-first approach to serving PE clients. Earlier roles at Aon included Chief of Staff to the President, Head of Growth Operations, and leadership of the firm's Global Private Equity Vertical.

Prior to Aon, Watkins founded Arcturus Capital, an early-stage venture fund focused on technology companies in Southern California, and held roles at Vertex Pharmaceuticals and Amgen. He holds an MBA from the UCLA Anderson School of Management with a focus on new product marketing and strategy, and a B.A. in History from the University of California, Berkeley.

Purpose-Built for PE. Powered by Proprietary Technology.

Private equity demands more from its partners than it ever has. More visibility. More precision. More accountability across the portfolio. Most insurance brokers haven't kept up. Hauser has.

At the center of that differentiation is Portfolio IQ™—Hauser's proprietary platform that transforms portfolio-wide insurance and benefits data into sponsor-ready intelligence. Real-time visibility. Standardized benchmarking. Insights that support governance, diligence, and exit, with minimal lift from the sponsor's team. It is how Hauser turns insurance into a strategic lever that protects firm and partner risk—not just a line item on a balance sheet.

Hauser also leverages AI across its M&A process—accelerating diligence timelines, improving data accuracy, and delivering measurably stronger IRR for clients. From financial models to 100-day plan structures, the firm's cadence mirrors the PE partner's deal approach, because a buyer's timing needs come first.

Hauser is not a transactional brokerage. With 50 years of brokerage expertise now embedded in proprietary technology, the firm thinks differently—turning insurance into “how can we make this work for you.” That is the disruptor mindset. And it produces high rates of return.

Watkins' appointment signals the firm's commitment to scaling these capabilities under seasoned commercial leadership—pairing the deepest PE expertise with the boldest investment in the technology that makes it actionable.

Advancing Hauser's Mission in the Middle Market

Hauser's mission is to be the premier tech-enabled provider of risk intelligence, human capital, and insurance services to the middle market PE community—looking out for firm and partner risk at every level and serving as employer of choice for the industry's most forward-thinking professionals. Watkins' appointment reflects the firm's deliberate investment in senior leadership with the commercial acumen and PE expertise necessary to execute on that mission at scale.

His philosophy is closely aligned with Hauser's disruptor mindset. “At their core, insurance and benefits are a reflection of business management and company culture,” Watkins noted. “To be successful in this industry, it is critical that we are curious about our clients, their industry, their markets, and how they define success. We are in enabling roles to help them achieve their success—and it's through that lens that we need to operate.”

As a servant leader who views organizational success as a team sport, Watkins brings a growth culture mindset rooted in collaboration, inclusivity, and shared investment in outcomes—the kind of forward-thinking leadership Hauser was built to attract.

About Hauser

To be the premier tech-enabled provider of risk intelligence, human capital, and insurance services to the middle market PE community, looking out for firm and partner risk at every level, and employer of choice for the industry's most forward-thinking professionals.

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