

# Senior Vice President - International Cat



*Specialty Insurance & Reinsurance*

**Senior Vice President – International Cat**, for Alterra Bermuda Limited. The primary responsibility of this role will be to further the development of Alterra Bermuda's international property reinsurance, and retrocessional business by maintaining and enhancing current and new client and broker relations.

## **Duties and Responsibilities:**

- Market and underwrite international property treaty business;
- Market and underwrite worldwide retrocession business;
- Develop pricing structures using RMS, AIR and internal models;
- Analyze and interpret internal and third party models;
- Quote, negotiate and execute contract terms with brokers and clients;
- Analyze, review and evaluate new and renewal submissions;
- Execute slips and wordings with a demonstrated understanding of all prevailing market conditions for each territory;
- Advise on any claims issues that may arise;
- Assist and advise on retrocession purchasing as required;
- Develop and identify potential new opportunities within international reinsurance market, and prepare recommendations to senior management.

## **Qualifications and Requirements:**

- Bachelors Degree from an accredited University;
- Minimum of 15 years experience in the property reinsurance industry, including the retrocession market, with a minimum of 10 years experience working with non-US brokers and clients;
- Proven and current track record in marketing and demonstrable ability to produce new broker/client relationships in the international retro and primary markets;
- Evidence of current, significant broker and client knowledge and relationships, and proven market presence in the international market;
- Proven track record of producing a profitable portfolio of catastrophe business;
- Extensive knowledge and use of RMS and AIR Cat models on an operational and analytical basis;
- Experience as a reinsurance broker and the ability to speak and understand a foreign language would be an asset;
- Strong analytical skills and excellent interpersonal, communication and negotiations skills;
- Ability to work extended hours as required and travel at short notice.

Interested persons should apply in writing together with Curriculum Vitae marked Private and Confidential by November 30, 2012 to:

**Human Resources**  
**P. O. Box HM 2565**  
**Hamilton HM KX**  
**E-mail: [careers@alterra-bm.com](mailto:careers@alterra-bm.com)**