

**AON INSURANCE MANAGERS (BERMUDA) LIMITED**

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**SENIOR VICE PRESIDENT – BUSINESS DEVELOPEMENT**

Aon Global Insurance Managers is a global leading captive and insurance manager and adviser to the world's largest companies. The Group serves over 1,200 clients around the world, enjoys a market leading position and is represented in over 30 offices worldwide.

We are seeking an individual at the Senior Vice President level primarily to:

- Lead our captive and segregated account company business development from a wide variety of sources, including our existing client base as well as emerging markets such as Latin America and the Far East.
- Lead our Insurance Linked Securities ("ILS") strategy.
- Lead and develop Aon's strategic client relationships through the delivery of formally contracted operational consultancy services to several global insurers.

This will require frequent business related travel and the frequent requirement to work outside of normal office hours.

This senior position reports directly to the Managing Director in Bermuda and the Group Managing Director of Aon GRIP Solutions. Candidates should therefore be able to evidence the capability of providing strong support to the Managing Director(s) in achieving the aims and objectives of the company.

Core responsibilities:

- Assist in the generation and distribution of marketing material for Aon's Bermuda operations and that of Aon Global Risk Consultants.
- Focus on client relationship management.
- Pursue new captive opportunities in both the P&C and Long-term business sectors.
- Handle the transition of captive projects from concept to incorporation and handing on to the day-to-day Client Service Teams with minimal supervision.
- Undertaking strategic projects from existing clients to enhance the role of the captive or amend its structure as well as identifying opportunities to introduce other Aon services where appropriate.
- Act in a leadership advisory capacity to provide industry and regulatory developments to support the day-to-day Client Service Teams in their delivery of quality services to Aon's major clients.
- Consult and manage commercial insurance clients with advice and transactional support services related to start-up, run-off, liquidation and outsourced business and knowledge opportunities.
- Promote cross selling opportunities for other Aon business units such as Actuarial/Analytical, ERM, Risk Financing and Consulting, Claims management and Risk Engineering, etc.
- Develop, market and manage the growth of our ILS strategy including the development, structuring and licensing of natural catastrophe bonds, P&C and Life Securitizations, ILS Hedge Reinsurers, client transformer vehicles and Aon's own transformer vehicle, sidecars and other ILS products.
- Increase the profile of Aon's capabilities through representation at local and overseas industry conferences and other related events.
- Lead and develop of Aon's strategic carrier relationships through the delivery of formally contracted operational consultancy services to several global insurance carriers to maximize the value that Aon provides as a channel partner to insurers.
- Provide strategic business planning, visibility to Aon clients, analytics and metrics, field connectivity and broker insights to our global insurance carrier partners.
- Act as strategic intermediary between our global insurance carrier partners and Aon broking to deliver the Aon Client Promise and provide contracted level of operational consultancy services.
- Report and consult with Aon Bermuda's Chief Broking Officer on the delivery and performance of contracted operational consultancy services.
- Participate in executive management operational meetings and contractual renewal meetings for operational consultancy services with our global insurance carrier partners.
- Participate in product development and new business meetings with our existing and prospective global insurance carrier partners.
- Assure adherence to all contractual, legal, compliance and process policies and standards.
- Member of the management team responsible for the operational decisions regarding the running of the company.
- Train and educate staff.

Required experience:

This is an extremely challenging but fulfilling role requiring a blend of intellect, technical ability, client relationship skills and dedication.

- A professional insurance qualification such as ARM, CPCU, ACII or equivalent and an accounting qualification such as CPA, CA, ACA, etc. together with the desired experience would suffice.
- Minimum of 10 years of recent experience at senior management level in a captive management environment including a minimum of 5 years in a dedicated sales and marketing environment. Experience in managing segregated account company operations would be an advantage. Due to the global nature of the role, experience in other captive domiciles would be advantageous.
- Detailed understanding of risk transfer concepts and a thorough grasp of Bermuda legislation pertaining to captives.
- Thorough understanding of risk securitization concepts and relevant insurance legislation.
- Experience working with large alternative risk transfer clients in the capital market sector.
- Ability to maintain high level relationships with senior insurance executives.
- Strong knowledge and experience of insurance operations, data systems, broking practices and product/client concentrations.
- Familiarity with Aon broking, insurer background, industry dynamics and the ability to quickly capture insurer priorities.
- Ability to be independently creative and have advanced skill and flair in presentation techniques.
- A strong reputation within the captive, capital market and commercial insurance industry.
- Proven track record of success in relationship driven business development and retention in the international insurance arena.
- Proven track record of exemplary client service including the commitment to meet tight deadlines, which frequently involves working evenings and weekends together with travel.
- Excellent written, communication and presentation skills and the ability to interact with internal management and senior executives of Fortune 500 companies.
- Advanced proficiency with software tools such as PowerPoint, Word and Excel is essential.

**If you are interested in finding out about other opportunities that exist within Aon Global Insurance Managers global offices, please contact the Human Resources Manager.**

First preference will be given to Bermudians or spouses of Bermudians.

Applications must include a detailed resume with references, submitted under confidential cover to:

**Human Resources Manager**  
**Aon Insurance Managers (Bermuda) Limited**  
**P.O. Box HM 2450**  
**Hamilton HM JX**  
**Or via e-mail: [aonbdahr@aon.com](mailto:aonbdahr@aon.com)**

*Closing date for applications: February 1, 2013*



Innovative effective  
global solutions  
to business risks