



## VICE PRESIDENT CASUALTY UNDERWRITER

CANOPIUS UNDERWRITING BERMUDA LIMITED is seeking a highly-motivated senior insurance professional with extensive experience in excess casualty risk. The scope of the position and required background follows.

### Responsibilities

- Maintain and profitably grow a portfolio of excess casualty business
- Refine and execute strategic underwriting plans and initiatives
- Evaluate and quantify casualty risk exposures and design programs for existing and potential client base
- Assess and modify coverage and contract language based on industry accepted policy forms, i.e. Occurrences-Reported, Claims-Made and Occurrence
- Negotiate with brokers on premiums, terms and conditions
- Attend and participate in client/underwriting meetings with existing and prospective clients; wholesale and retail brokers
- Research, develop and implement new product classes as required
- Assist in mentoring and training underwriting team and administration support staff for the casualty unit

### Requirements

- Four-year degree in Business or related field from an accredited University/College
- Minimum of 20 years industry experience with excess casualty risks
- Prior management/leadership accomplishments with a focus on mentoring and developing staff
- Extensive knowledge of and contacts in major markets, as well as retail and wholesale producers in Bermuda, London and the USA
- In-depth experience in, but not limited to, the following industries:
  - Utilities
  - Railroads
  - Oil and Gas
- Well-versed in the following industry accepted policy forms as well as the ability to understand and determine applicability of manuscript forms to the business:
  - Occurrences-Reported
  - Claims-made
  - Occurrence
- Experience with US surplus lines insurance requirements
- Skilled in managing a large multi-national book of business with a proven record in a sales/production role

### Additional Qualifications

- Excellent written and articulate verbal communication skills
- Professional demeanor and appearance
- Proven research, analytical and entrepreneurial expertise, detail & goal orientation, flexibility and organizational ability
- Excellent human relations/interpersonal skills and ability to establish and maintain effective working relationships with co-workers, management and clients
- Professional Insurance designation would be a plus

The position will require overseas travel, long hours, and occasional weekend/holiday work as necessary to ensure customers' needs are met.

The successful candidate will be offered a competitive package with full benefits.

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## UNDERWRITING TRAINEE PROGRAM CANDIDATE

Are you a university graduate looking for an exciting opportunity to apply your analytical and communication skills?

CANOPIUS UNDERWRITING BERMUDA LIMITED is launching a brand new, highly-structured professional training program that provides the foundation for a strong underwriting future. We are seeking two qualified candidates for this innovative opportunity to enter the insurance world.

Underwriters are the heart of the insurance process, using finely tuned analytical skills to evaluate the acceptability of business and institutional risk. However, underwriters are more than just analysts, they are the relationship builders with our agents and clients. They are responsible for managing a profitable portfolio of business through our distributing agents and brokers. An underwriting career includes a dynamic blend of analytical and selling skills – it's stimulating, exciting and a great career for the right individual.

This training initiative is designed to develop skills in insurance coverage, underwriting, sales and product knowledge through a broad format that combines classroom learning and experience-based on-the-job training with individualized coaching and mentoring. This is a two to three year multi-faceted program to give participants the business and technical skills they need to understand the core of our business and to launch their careers as successful Canopus underwriters.

### Training and Development

The development course is a combination of training under the guidance of an experienced Canopus Bermuda officer-level underwriter and classroom-based technical education aimed at attaining a CPCU designation, as well as honing negotiation and presentation skills.

In addition, the successful candidates will be afforded the opportunity to learn first-hand about the world insurance markets through short-term assignments in our international offices in Chicago and London. During these postings you will also become familiar with other lines of business and insurance company disciplines as well as benefitting from the tremendous networking opportunities afforded in each diverse locale.

Ultimately, the goal is to complete the program as an underwriter authorized to bind business on behalf of the company. The learning curve is long and steep, the responsibility is huge but the rewards are great.

### Requirements

- Undergraduate degree with a preferred GPA of 3.2 or greater
- Effective communication skills – written, verbal and presentation capabilities
- Analytical skills
- Ability to work independently and in a team environment
- Legally eligible to work in Bermuda

In addition to the requirements listed above, you must be highly motivated, possess an urgency about your future and be filled with initiative. The successful candidate will be offered a competitive salary, company benefits and an invaluable career-building experience.

NB: We are seeking two successful candidates for this program.

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## FRONT DESK ASSOCIATE

CANOPIUS UNDERWRITING BERMUDA LIMITED is seeking a well-organized new member of staff to join its team in an administrative capacity. A broad range of communication skills, computer competency, ability to prioritize projects, and the capacity to work both independently and in a team environment are all required. The successful candidate will be responsible for select office management duties to include monitoring and ordering of supplies, liaison with vendors, delivery services and office maintenance staff. A professional manner and business comportsment is essential.

This is a 20-hour per week position, Monday-Friday, 9.00 a.m. – 1.00 p.m. Only those legally eligible to work in Bermuda will be considered and two business references are required.

To apply for one of the positions described above, please send/deliver a c.v. accompanied by a cover letter to:

Human Resources  
Canopus Underwriting Bermuda Limited  
Atlantic House  
11 Par-La-Ville Road  
Hamilton HM11

**Deadline for submissions is Wednesday, 3rd April 2013.**