

HEAD OF MARKETING & CLIENT SERVICE

Pillar Capital Management Limited ('Pillar'), is a growing insurance and investment management company in Bermuda that manages an affiliated class 3 reinsurer, along with affiliated investment funds and third party capital (the 'Funds'). The Funds invests in traditional (re)insurance and financial market instruments whose performance is driven by underlying non-life insurance risk.

Pillar is recruiting an experienced Head of Marketing & Client Service. Reporting to the Chief Executive Officer, the Head of Marketing and Client Service will work closely with the CEO and senior management team in the growth of assets under management and overall firm profile with investors.

Key Responsibilities:

- Overall responsibility for global business development, client service and marketing infrastructure for the firm.
- Develop and implement a strategic plan for global marketing to institutional investors.
- Develop a relationship with all existing investors of the firm.
- Build institutional client service infrastructure to include CRM system required by large sophisticated investors.
- Targeted objective to broaden and diversify existing investor base towards public and private pensions, endowments and foundations, fund of funds, and major family offices.
- Develop and implement strong consultant relations program to gain acceptance of major hedge fund advisors.
- Implement firm-wide contact management system for all reporting and communication with existing and prospective clients.
- Enhance presentation "pitch" books of existing funds and create marketing profiles.
- Assist senior management with ad hoc projects

Minimum Qualifications, Skills & Experience:

- A minimum of eight to ten years of institutional marketing experience. A meaningful balance of this experience should be with credit related products within a hedge fund platform, or specifically within the ILS sector.
- Have the ability to provide a proven track record of raising assets from institutional investors over a consistent period of time.
- Possess a comprehensive macro understanding of global markets. The most appropriate candidate must be capable of communicating with potential investors on relevant issues such as risk, asset allocation, portfolio strategy and positions.
- Demonstrable success networking with the alternative investment consultant community and the mainstream consultant community. Knowledge of hedge fund consultants is preferred.
- Demonstrable success in gathering assets in the pension, endowment and foundation market segments over a sustained period of time.
- The ability to understand the ILS space, and to thoughtfully differentiate the Pillar investment thesis from those of their competitors.
- Exceptional communication, both oral and written, and interpersonal skills.
- Strong conceptual, analytical and market knowledge.
- Strategic self-starter, able to lead in a convincing/pragmatic fashion while having the ability to operate autonomously, without the benefit of an existing sales support infrastructure.
- Ability to rapidly build trust with all colleagues and investors.
- Self motivated individual who can work effectively in a very small team environment.
- Required to work outside of normal working hours as appropriate on the various matters assigned.
- Extensive international travel is required.

Interested applicants please submit a detailed resume along with two employment references to: Belinda Wright at Belinda.Wright@conyersdill.com or in writing to: Conyers Dill & Pearman Ltd., P. O. Box HM 666, Hamilton HM CX.
Closing date for applications: August 16, 2013