

AON INSURANCE MANAGERS (BERMUDA) LIMITED

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SENIOR VICE PRESIDENT – BUSINESS DEVELOPEMENT

Aon Global Insurance Managers is a global leading captive 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.

This post is a new opportunity at Aon Global Insurance Managers and our second senior level position due to the growth and commitment to our business development strategies.

This senior position will report directly to the Managing Director. Candidates should therefore be able to evidence the capability of providing strong support to the Managing Director in achieving the goals and objectives of the Company.

Core responsibilities:

- Develop and execute the annual business development plan, including revenue forecasting, expense budget and product development.
- Assist in the generation and distribution of marketing material for Aon's Bermuda operations and that of Aon Global Risk Consultants.
- 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 transition to the Client Service Teams.
- 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.
- 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.
- Frequent business travel and the requirement to work outside of normal office hours.

Position requirements:

- 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 captive management environment including a minimum of 5 years in a dedicated sales and marketing environment.
- Detailed understanding of risk transfer concepts and a thorough grasp of Bermuda legislation pertaining to captives.
- Experience working with large alternative risk transfer clients in the capital market sector and relevant insurance legislation.
- Strong knowledge and experience of insurance operations, data systems, broking practices and product/client concentrations.
- Proven track record of success in relationship driven business development and retention in the international insurance arena.
- 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.

The Company offers an attractive compensation and benefits package commensurate with qualifications and experience.

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**

Closing date for applications: October 25, 2013