



**Tokio Solution Management Ltd. (Tokio Solution)  
requires a  
Senior Vice President (SVP)  
Head of Business Development  
and Client Services**

**Tokio Millennium Re Ltd.** (TMR) is a subsidiary of Tokio Marine and Nichido Fire Insurance Company Limited, Japan's oldest and largest non-life insurance company, and is engaged in property & casualty reinsurance and market solutions.

**Tokio Solution** is a subsidiary of Tokio Millennium Re Ltd. Tokio Solution is an Insurance Manager providing management services to Shima Reinsurance Limited, a segregated accounts company owned by TMR and domiciled in Bermuda.

**Tokio Solution** seeks an SVP to lead Business Development and direct the operations of Client Services. This senior management position is a member of the executive management team, reporting directly to the CEO and Board of Directors to ensure the company meets all its new business objectives and client service commitments.

**Duties and responsibilities will include but are not limited to:**

- Develop, market and manage the growth of Tokio Solution to include new Tokio Tensai private cat bond clients, investment managers, investors, client transformer vehicles, sidecars, and other ILS products and facilities.
- Provide oversight and assistance in structuring of client programs, structures and fees, including assessment and application of legal framework, contractual obligations, corporate governance and regulatory compliance.
- Manage product collaboration and work flows with TMR on leverage and fronting facilities.
- Ensure good communication and coordination with TMR and other group companies.
- Develop marketing materials and oversee company website.
- Lead and develop an effective team through communication, performance management, and reward/recognition practices. Cultivate an environment that supports diversity and group corporate values.
- Ensure that the team is meeting each client's demands and service expectations, acting as principal contact, attending meets and making presentations.
- Oversee client on boarding and incorporation process.
- When required, serve as Director for approved client accounts.
- Develop and oversee client service systems and procedures, including ensuring that appropriate controls are in place to meet internal and external compliance and regulatory requirements.
- Train and educate staff and communicate across group companies regarding Tokio Solution capabilities.
- Any other ad hoc duties, as required

**Minimum skills, qualifications and requirements:**

- A professional reinsurance designation such as ARM, CPCU, ACII or equivalent and/or an accounting qualification such as CPA, CA, ACA, etc. together with the desired experience
- Minimum of 10 years of demonstrable senior management experience including 5 years in dedicated sales and marketing environment.
- Experience with ILS products and capital markets entities.
- Detailed understanding of accounting principles, specifically US GAPP and IFRS.
- Detailed understanding of Bermuda regulatory provisions, procedures and legislation.
- Highest level of leadership, teamwork, management and strategic planning.
- Excellent verbal and written communication skills.
- Ability to be independently creative and have advanced skill in presentation techniques.
- Proven track record of success in relationship management driven business development and retention in the international insurance/reinsurance arena.
- Excellent interpersonal skills.
- Strong work ethic, commitment to meet deadlines and ability to work and travel on weekends and/or holidays when necessary
- Advance proficiency with software tools such as PowerPoint, Word and Excel is essential.

Interested applicants please submit a detailed resume along with two employment references to:

Tracy Shott at [tmrjobs@bes.bm](mailto:tmrjobs@bes.bm) or in writing to:  
Tracy Shott, BES Ltd.,  
77 Front Street, Hamilton HM 12.

**Closing date for applications: August 8th, 2014**

Background checks will be conducted on short-listed applicants