

Business Development Leader

Marsh IAS Management Services (Bermuda) Ltd. invites applications for the position of **Business Development Leader**.

This position is in our Business Development Team and involves responsibility for developing new Captive business.

Essential functions:

- Market business (captives) concepts and management services to prospective clients
- Identifies and researches appropriate prospects that meet Marsh's target markets and establish business strategies for turning prospects into clients
- Assist existing clients with the growth of their captives
- Develop the captive management business for captive management operations worldwide
- Develop and market new ideas and products for captives
- Respond to requests for proposals for captive management services
- Handle technical enquiries from MMC colleagues, clients and prospects regarding captive related queries
- Attend and/ or Present at relevant conferences
- Partners with Captive Solutions Global Sales & Marketing Leader as well as the Sales & Advisory Consultant.
- Incorporate new captives in Bermuda and any other relevant domiciles where such assistance may be required
- Ad Hoc duties as needed

Other specific requirements include:

- In-depth understanding of different captive structures and alternative risk financing vehicles
- Applicant should have 8-10 years of experience in the insurance, re-insurance and/or captive management industry; captive management experience is preferable
- Must have a recognized professional Insurance designation (ACII, CPCU, ARM)
- Considered an expert in several captive fields
- Demonstrated ability to build client relationships and exhibit excellent interpersonal skills
- Good knowledge of all areas of the business model – insurance, accounting, risk management, new business/product development, captive advisory
- Must be proficient in PowerPoint/Microsoft Word/ Excel/ Internet
- Demonstrated ability to influence and communicate with clients in all of the above areas
- Excellent, self-confident, written and oral communication

Applications by e-mail (preferred) to recruiting@marsh.com. Applications by mail:

The Human Resource Manager
Marsh IAS Management Services (Bermuda) Ltd.
P.O. Box HM 1826
Hamilton HM HX

Closing date: April 29, 2015

No agencies please