



Business Development Officer

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

This position is in our Business Development Team, reporting to the Business Development Leader and involves responsibility of performing assignments in support of the development and ongoing execution of the office's sales and marketing plans.

Essential functions:

- Works with the Business Development Manager to develop and execute the office's marketing materials.
- Facilitates the efforts of the Business Development team to develop presentations and proposals by providing input regarding style and content of presentations, proofreading, and facilitating the rehearsal process.
- Prepares and distributes various reports on sales activity for management, including year-to-date sales figures and sales forecasting data. Monitors data to ensure accuracy
- Handle technical enquiries from MMC colleagues, clients and prospects regarding captive related queries
- Partners with Captive Solutions Global Sales & Market Leader as well as the Sales & Advisory Consultant.
- Attend relevant conferences
- Ad Hoc duties as needed

Other specific requirements include:

- In-depth understanding of different captive structures and alternative risk financing vehicles
- Applicant should have 4-7 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 (ACIL, CPCU or ARM)
- 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
- Must be organized and capable of handling multiple projects, working under pressure, changing priorities and meeting deadlines
- 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



Marsh is the risk and insurance unit of Marsh & McLennan Companies