

Lead Treaty Underwriter

QBE Insurance Group is Australia's largest international general insurance and reinsurance group and one of the top 20 insurers and reinsurers worldwide as measured by net earned premium, with operations in all key insurance markets. QBE is an Australian listed company with a Group Head office based in Sydney, and has operations in 52 countries with over 16,000 employees worldwide.

Equator Reinsurances Ltd. currently operates as the internal reinsurance platform to QBE companies and partners providing excess of loss and proportional reinsurance protection. Equator Re underwrites property catastrophe, property risk and casualty business on a global basis and has written premium in excess of USD 3 billion.

An opportunity exists for a qualified professional to join the company as the **Lead Treaty Underwriter**. Reporting to the Head of Equator Re, the successful candidate will execute underwriting of the multi-line treaty business by leading business development and growth activities of assigned portfolio. This includes new business production, and the overall profitability of assigned portfolio.

Key Responsibilities will include:

- Supporting the Head of Equator Re to develop the annual business plan for the portfolio
- Building and maintaining strong relationships with stakeholders including customers/cedants, brokers, business partners, and colleagues in order to maximize influence
- Participating in underwriting reviews, client meetings, marketing initiatives, budget planning as requested by senior department leaders
- Measuring and optimizing portfolio progress by reviewing and analyzing underwriting data and monitoring industry best practices to identify improvement opportunities
- Actively keeping abreast of market dynamics and demonstrate market cycle awareness in order to operate effectively and appropriately
- Building and maintaining relationships with current and potential customers by networking and providing personalized and quality customer service to share and clarify information, provide innovative solutions and maximize company brand
- Cultivating profitable book of business according to business unit plan and manage the profitability
- Contributing to the review and analysis of the portfolio in order to identify progress toward business objectives
- Making entries, as required, properly and promptly on UW systems to ensure accuracy of data, in relation to Underwriting, Aggregate exposures and Accounting (accruals)
- Promoting adherence to the underwriting framework and participate in the review and analysis of the portfolio by participating in internal meetings as required to share and develop strategy, knowledge and best practices

Interested persons must possess the following:

- Bachelor Degree or equivalent combination of education and work experience
- Five years relevant experience
- Knowledge of risk profiling and pricing tools and loss models
- Local market expertise
- Excellent understanding of class-specific underwriting and developing reinsurance knowledge
- Good knowledge of relevant underwriting systems
- Good knowledge of legal and regulatory requirements
- Strong organizational and prioritization skills
- Strong analytical and decision making skills
- Excellent negotiating skills

Please apply in confidence, no later than **June 24th 2015** to:

Performance Solutions Limited,

Suite 350, 48 Par la Ville Road, Hamilton, HM11 Email: hr@psolutions.bm

Agency Submissions Welcome

