

VICE PRESIDENT, MARKETING

The VP, Marketing will be a key member of the marketing team responsible for the on-going account management strategy for Athene's new business, and in developing and maintaining the company's existing client relationships to ensure that ongoing reinsurance solutions and services are properly maintained. The VP, Marketing will work to leverage all existing customer relationships and to secure new client relationships; and lead reinsurance transactions, from mandate phase to close.

He/she will be responsible for implementing disciplined sales, marketing and on-going account management strategies for Athene's new business activities, and for the ongoing account management of the company's existing clients. As a key member of the marketing team, the VP, Marketing will provide counsel on new business opportunities consistent with the Athene strategic business plan and corporate objectives. Effective working relationships with senior management throughout the organization are critical to success in this role. This VP, Marketing is a key internal liaison and business partner with a broad business perspective, strong strategic capability, and deep product expertise in the fixed annuity and life reinsurance sector.

Specific Responsibilities:

- Leverage all existing customer relationships and develop and execute new business acquisition strategies;
- Manage the company's existing client relationships to ensure that ongoing reinsurance solutions and services are properly maintained;
- Provide a strategic, objective, consistent, and disciplined approach to prospecting and evaluating new business opportunities;
- Define and guide new business prospects that focus on formulating enduring and profitable growth strategies for Athene;
- Maintain current industry-wide perspective on major trends, including macro-economic, customer, regulatory, distribution channel, technology, product and competitive trends; identify implications for Athene;
- Participate in the negotiations on new business opportunities in accordance with corporate strategic objectives and appetite; and
- Facilitate and manage ongoing or historical technical or business issues with existing and potential customers. This can include working with internal team to resolve amendment requests, finalize outstanding treaties or negotiating exceptions to previously agreed upon requirements.

Key Competencies, Skills and Knowledge:

- Ability to build, maintain and improve professional relationships with the key decision makers within targeted accounts through client visits and phone meetings;
- Possess strong knowledge of sales and business development processes;
- Team-oriented, collaborative approach and a willingness and ability to handle opposing perspectives and gain consensus;
- Integrity, strong interpersonal and influencing skills are essential to succeed;
- Display the highest ethical behaviour with a commitment to do the right thing by the company, its customers and its associates;
- Demonstrate a strategic understanding of competing business needs, and ability to quickly assess opportunities and identify areas of risk;
- Comfortable working in an entrepreneurial, fast growing, high performance work environment;
- Excellent communication and interpersonal skills coupled with the ability to build meaningful relationships inside and outside the organization at all levels;
- Articulate, persuasive, likeable, ability to instil confidence, trust, and credibility with colleagues and clients alike;
- Self-starter attitude with high level of initiative, aggressiveness, energy; flexible, adaptive, resilient temperament;
- Lead and encourage analysis and problem solving around key strategic issues, including economic analysis of various strategic options, trade-offs, risks and opportunities; communicate and gain sponsorship for recommendations;
- Keep a current, informed view of Athene's relationships with external constituents (members, plans sponsors, consultants, brokers) to identify Athene's core strengths, weaknesses, and opportunities for improvement and to validate strategic assumptions;
- Provide information, insights and recommendations to senior management on business strategy, growth and opportunities;
- Demonstrates critical thinking and expressed ideas clearly, concisely and logically;
- Makes effective and persuasive oral and written presentations to senior management;
- Negotiates well, e.g., identifies and works for solutions where all parties benefit;
- Works collaboratively with others and develops effective working relationships with Athene's internal business partners including actuarial, finance and legal;
- Demonstrates strong negotiation and conflict resolution skills;
- Evaluates facts, determines alternative solutions to problems, evaluates courses of action, and reaches sound management decisions;
- Inspires trust and demonstrates personal integrity in all business activities. Creates environment of constructive debate that encourages diverse opinion, yet supports management decisions;
- Extensive industry contacts and solid business relationships within the reinsurance underwriting and reinsurance brokerage community;
- Solid understanding of the dynamics of the reinsurance marketplace and the ability to use this knowledge to enhance the new company's relationships with customers; ability to influence and address the needs and concerns of customers in response to known and anticipated trends and demands;
- Excellent personal credibility and name recognition in the reinsurance industry and the ability to "open doors" and create business opportunities with existing and prospective clients in the U.S. marketplace;
- Demonstrated desire and ability to work effectively in a smaller, entrepreneurial, growth-oriented environment; and
- Customer focus: Understand the unique customer requirements of this industry and establish strategic partnerships with key customers in order to drive demand and grow sales.

Education & Experience:

- Bachelor's degree in business administration, finance, or related field, or equivalent required. Masters degree of Business Administration a plus;
- Life/Annuity reinsurance experience in marketing/business development positions preferred; fixed annuity product knowledge a strong plus;
- Command for sales process and of the overall drivers of profitability in the fixed annuity product line;
- Ability to thrive within a growth oriented and highly entrepreneurial environment;
- Strong reputation and profile within the leadership ranks of the primary life insurers; and
- Ability to communicate complicated concepts to broad audience.

Interested applicants should email their resumes, including a cover letter, to HRBDA@athene.bm (reference: Vice President Marketing). All resumes will be handled in complete confidence. The closing date for application is March 18, 2016.