



Our client, Lombard International Life Ltd., seeks a Senior Managing Director for their Bermuda office.

The Senior Managing Director is responsible for sourcing new relationships and managing existing relationships within the International Private Placement Life Insurance marketplace. The successful applicant will introduce and educate new clients about Lombard International's Bermuda based solutions. The goal is to develop sales and increase Lombard International's brand awareness in the International PPLI market.

Principle duties and responsibilities will include (but are not limited to) the following:

- Proactively develop new relationships and cultivate sales opportunities
- Build a book of business and maintain positive relationships within the PPLI marketplace
- Create and maintain a pipeline of prospects to drive activity
- Conduct conference calls and meetings with relationships to procure sales
- Coordinate activities and meetings with your internal partners
- Effectively transfer the client relationship and service issues in a seamless manner to other Lombard International team sales professionals
- Responsible for building and managing PPLI distribution
- Travel will be required

Knowledge, skills and experience required:

- 10+ years' experience in Private Placement Life Insurance Sales and Business Development
- Degree in Business Administration or Finance preferred
- Must be familiar with insurance laws and regulations under the Insurance Act 1978, as amended
- Strong working knowledge of U.S. Life Insurance Regulations
- Solid understanding of Insurance Dedicated Funds and Separately Managed Accounts
- Familiarity with the taxation implications of cross-border insurance solutions
- Proven success with proactive outbound sales in the PPLI Market
- Understanding of the international investment and insurance markets

Closing date: 20 April 2016

Interested parties should apply in writing to Tiffany Tavares at Appleby (Bermuda) Limited, Canon's Court, 22 Victoria Street, Hamilton HM 12, Bermuda or tptavares@applebyglobal.com. Telephone is 295-2244.