



## **Sun Life Financial® Director Underwriting - Bermuda**

Sun Life Financial is one of the world's leading and most diverse financial services organizations, with an excellent reputation for customer focus and innovation in all of its markets. The Bermuda International operations were established in 1995 to offer life insurance annuity and investment products to global high net worth individuals out of North America.

Due to exceptional business growth, the company is looking to hire a Director, Underwriting, who will report to the Chief Underwriter, Bermuda on all underwriting matters. The Director, Underwriting will be responsible for delivering fair and consistent underwriting decisions that are based on Sun Life's Underwriting Philosophy, in order to deliver mortality results that are consistent with expectations, while maintaining a strong customer focus.

### **Duties and Responsibilities will include:**

- Responsibility for mortality risk appraisal for the ultra-high net worth business working primarily in the Asian markets;
- Successfully manage an approval authority of up to \$25 million
- Work with the Chief Underwriter to develop underwriting strategies consistent with overall enterprise direction and goals;
- Assist with research on industry bench-marks and implement high level service standards;
- Act as mentor and partner to the entire underwriting team;
- Build, maintain and manage a proactive, positive and productive relationship within the underwriting team, to ensure that all customer relationships are maintained and that the team meets the clients' high expectations; and
- Undertake special assignments as needed and directed.

### **Required qualifications and experience**

- Over 10 years' individual underwriting experience in Canada, United States, offshore or equivalent in large case markets;
- Completion of the Fellowship, Academy of Life Underwriting (FALU) and the Fellowship, Life Management Institute (FLMI) or willingness to do so over the next 5 years;
- A high level of proficiency and demonstrable understanding of all the risk factors relating to mortality risk management and ability to solve complex problems;
- Comprehensive technical knowledge of medical and financial underwriting practices, clinical testing and current medical procedures, in order to satisfy proper risk assessment;
- Responsive to client needs, while demonstrating sound business judgment, ability to deliver positive results, and excellent negotiating skills;
- Advanced understanding of retention schedules and Reinsurance agreements;
- A strong track record in maintaining excellent individual audit results;
- Ability to work collaboratively with internal and external colleagues, and
- Fluency in Cantonese or Mandarin due to the focus in Asia is highly desirable.

This is an excellent opportunity to join one of the world's leading financial services organizations and to play an integral part in its success. If your experience and ambition match the requirements of the role, please send a resume and covering letter no later than **September 15th 2016 to:**

Performance Solutions Limited,  
Email: [hr@psolutions.bm](mailto:hr@psolutions.bm). Fax 441-232-9491 Phone: 441-232-5270