

***Don't just  
discover your  
strengths.  
Build on them.***



## ***Business driver - Territory and Markets***

PwC in the Caribbean is a network of firms with a culturally diverse marketplace, and a mix of international business, private company and government clients that promise you a career-enriching experience. Our teams work hard every day to help our clients succeed by navigating change, improving their operations, growing their business, and delivering value to their customers.

We have an exciting opportunity for a Business driver to become an integral team member in a function, sector, and territorial capacity. Working closely with markets, the Bermuda firm, and the insurance/reinsurance sector leadership, the successful individual will drive greater revenue for PwC in the Caribbean through effective management of business operations and interactions between the practice and other parts of the business.

Driving improvements in leaders' areas and the wider organization consistent with strategy and transformation plans, this individual will also help strengthen and support the communities which cut across the markets function, insurance and reinsurance industry and Bermuda.

Markets incorporates both sales and marketing and is a major area of investment and focus of PwC in the Caribbean. The investment comes with an obligation to maximize business impact through a high performing business development culture and efficient operations. The Business driver will work closely with the leaders to effect change where needed and optimize operations with limited supervision.

### ***Responsibilities will include and are not limited to:***

The Business driver role will provide a challenging and varied opportunity with responsibilities which will vary depending on the demands of the business.

- Maintaining and developing regular operational requirements of the Leaders;
- Organisation and facilitation of key management meetings;
- Executing financial and operational analysis on business performance and effectiveness;
- Driving execution across key priorities;
- Providing valuable leadership and support to the extended markets team;
- Playing a key role in effective communications; and
- Acting as a key agent of change across the markets function, the insurance/reinsurance sector and the Bermuda practice.

### ***Required skills and experience:***

- Agile, self-starter, with ability to manage effectively and prioritise tasks on a daily basis;
- Strong understanding of the operational elements of practice management in a professional services firm environment;
- Proven experience and understanding of sales and marketing in a professional services firm;
- Strong financial and operational analytic skills;
- Ability to drive forward activities and tasks;
- Excellent organizational and communication skills;
- Programme management and change management experience desirable;
- Flexibility to deliver tasks across all areas of transformational activity as required; and
- Strong leadership and previous people management capabilities.

### ***Other requirements:***

- An undergraduate degree in management or related discipline;
- Training or experience with business transformation and/or change management also an asset;
- Minimum six years of relevant experience in a professional services firm environment (this experience could be in an operational capacity or in a client service role); and
- This role will require some travel within the Caribbean, USA and potentially other countries.

### ***The opportunity of a lifetime***

**Interested candidates should apply in writing, including your resume to:**

The Manager, Human Resources  
PricewaterhouseCoopers  
P.O. Box HM 1171  
Hamilton HM EX  
Email: [pwcbermuda.hr@bm.pwc.com](mailto:pwcbermuda.hr@bm.pwc.com)

Closing Date: 16 January 2017