



AVP, Head of Reinsurance for Sun Life Financial International (SLFI)

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 its markets. The Bermuda International operations were established in 1995 to offer life insurance annuity and investment products to global high net worth individuals outside of North America.

The AVP, Head of Reinsurance is a key leadership position within SLFI, reporting to the SVP & CEO of SLFI. The Head of Reinsurance will have full responsibility for the negotiation, profitability, compliance and operation of the reinsurance function for SLFI. S/He will have primary responsibility for developing and implementing a reinsurance strategy in support of SLFI's key distribution initiatives, and will participate on and often lead cross-functional teams that design and implement cross-border reinsurance transactions with Sun Life Financial (SLF) affiliates. The position has full responsibility for external reinsurance treaties with approximately \$10 billion of reinsurance inforce and affiliated treaties with over \$4.5 billion of liabilities transferred.

Main duties and responsibilities:

- Serve as a key member of SLFI's leadership team, contributing to the development and implementation of the organization's strategy.
- Develop a reinsurance strategy for SLFI's high net worth business in line with distribution initiatives and profit objectives.
- Negotiate prices and terms for SLFI's new reinsurance treaties to maximize return to the business. Responsible for pricing, measuring potential risk and ensuring compliance with all SLF policies and procedures applicable to reinsurance agreements.
- Design and structure large cross border inter-company agreements to maximize tax and capital efficiency. Source, investigate and assess potentially profitable opportunities for reinsurance treaties across SLF's global business.
- Manage SLF's newly created Bermuda reinsurance subsidiary. Work with internal teams to prepare the company's financial statements and annual BMA filings. Monitor Bermuda regulatory changes.
- Serve as Chair of the Bermuda Reinsurance Governance Group, which approves and governs all reinsurance assumed by SLF's Bermuda entities.
- In conjunction with the reinsurance administration team, oversee the accurate installation of reinsurance treaties and data in the reinsurance administration system.
- Stay abreast of current reinsurance regulations, trends and best practices. Provide expertise and support on reinsurance matters to colleagues and senior managers at SLFI and other SLF offices.
- Build and maintain productive working relationships with Corporate partners in support of achieving business objectives.
- Perform duties of a general nature as may be required from time to time by management.

Skills and Experience:

- 15+ years' in-depth experience in the life insurance industry, with a minimum of 5 years' experience in a reinsurance capacity, preferably in a management position.
- FSA, FCIA or equivalent actuarial designation with a university degree (Bachelor's degree or higher).
- Deep understanding of pricing, underwriting, risk analysis and capital management. Exposure to financial reporting and capital regimes such as NAIC, MCCR, Solvency II and BSCR is a plus.
- Strong, hands-on technical, analytical and problem solving skills.
- Experience with cross border reinsurance transactions, with a demonstrated ability to translate business needs into viable reinsurance solutions.
- Self-motivated, organized and able to manage multiple tasks with a high degree of accuracy while working toward challenging goals and deadlines.
- A strong team player with demonstrated experience collaborating with others and in managing teams effectively.
- Strong written and verbal communication skills with the ability to confidently and clearly communicate complex issues to a variety of audiences.
- Strong influencing skills to engage senior leadership and partners

If your experience and ambition match the requirements of the role, please send a resume and covering letter no later than **February 24th 2017 to:**

Performance Solutions Limited

Suite 350, 48 Par-La-Ville Road, Hamilton HM 11.

Email: hr@psolutions.bm Phone: 232-5270