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Marketing & Client Service Manager

Aeolus Capital Management Ltd. manages capital on behalf of investors seeking the risk/reward and diversification benefits available from investing in the property catastrophe reinsurance and retrocession market. It serves as the insurance manager to its subsidiary, Aeolus Re Ltd., a Class 3 provider of collateralized property catastrophe protection to insurers and reinsurers and a registered segregated accounts company. As used herein, the "Company" refers to both entities and their affiliates. We invite applications for the following position:

Marketing & Client Service Manager

The successful applicant, working under the direction of the Managing Partner who oversees the Company's business development & investor relations function, will have the following key responsibilities:

- Providing post-investment support to key investors
- Handling ad-hoc investor requests
- Assisting in the preparation and distribution of investor reporting (including portfolio metrics materials)
- Populating and maintaining the Company's Client Relationship Management ("CRM") and investment consultant database system for investor and asset consultant leads/prospects
- Utilizing the CRM system to generate investor distribution lists for fund performance updates and other email marketing activities
- Assisting in the preparation of investor and due diligence materials
- Management of content and appearance of investor presentations for inclusion within the online data center for current and prospective investors
- Designing and maintaining marketing materials that focus on the role of a reinsurance allocation within the overall context of institutional investors' Strategic Asset Allocations and Tactical Asset Allocations
- Analyzing and compiling data (provided by the Analytics Team) that supports the case for an allocation to reinsurance within the context of Modern Portfolio Theory
- Working with the Underwriting and Analytics Teams, to compile investor presentation materials based on Monte Carlo simulations (run by the Analytics Team), including multi-year expected return period exhibits
- Management of the Company's branding strategy, media initiatives, advertising contracts, and related communications
- Conducting competitor analysis and ad-hoc research initiatives

Minimum Qualifications, Skills & Experience:

- University degree in a business or marketing related discipline
- 10 years of experience in the institutional investor industry operating in a lead marketing and client services role, preferably at large asset management firms
- Significant exposure to, and experience with, alternative investments
- At least 5 years' experience working with property catastrophe risk, insurance linked securities and reinsurance-related investment products
- Proficient in client relationship management systems, CRM preferred
- Superior computer skills including Microsoft Suite, advanced PowerPoint preferred
- Self-starter with excellent interpersonal skills, and strong verbal and written communications style
- Ability to work cooperatively and effectively within a small team, with flexibility to work outside normal business hours as required

Interested? Please email jobs@expertise.bm.

All enquiries will be dealt with in strict confidence.

Closing date: June 4, 2018

