

## SENIOR ACCOUNT MANAGER

Marsh Management Services is the exclusive captive solutions division of Marsh Inc., which includes providing advice, implementation, management and actuarial services. Marsh Management Services (Bermuda) Ltd. is seeking applicants to handle the daily management of a portfolio of clients that consist predominantly of insurance entities, captives, reinsurance pools, and syndicates, as well as various client finance companies, investment partnerships and holding companies.

This role is responsible financial monitoring and control, and ensures regulatory compliance of a portfolio of clients. It is a consulting, advisory, and managerial position.

### Essential functions include:

- Overall responsibility for a revenue budget
- Reviews financial reports prepared by Account Managers
- Ensures all financial aspects of the client are efficiently managed
- Ensures regulatory compliance
- Possesses technical ability to discuss regulatory updates with clients
- Establishes and maintains good working relationships with clients, prospects, client teams, and colleagues
- Oversees the audit process and regulatory reporting
- Negotiates fees and conducts management agreement discussions

### Client Executive functions include:

- Manages overall client relationship which involves communicating with customers with regards to any account problems and discussing customer concerns and suggestions
- Performs and executes review of financial statements
- Acts as the Captive consultant
- Partners on program design and insurance renewals
- Partners with Captive Advisory on strategic reviews
- Oversees new client implementation process
- Acts as Director and/or Officer for clients
- Partners with business development team obtaining new and expanding business opportunities

### Qualifications:

- An internationally recognized professional accounting designation (CA, ACCA, ACA or CPA)
- Minimum of 5 years of recent captive management experience
- Minimum of 5 years of recent experience building relationships with customers in an Account Management and/or Client Services role
- Minimum of 3 years of recent supervisory or managerial experience preferred
- Experience in financial reporting under GAAP and IFRS as well as the insurance regulatory environment
- Understanding of ILS, collateralized solutions, capital market and risk securitization concepts and relevant insurance legislation preferred
- Expert knowledge and proficiency with investment and insurance accounting
- Ability to provide training to Account Administrators and Account Managers
- Ability to lead client meetings

Applicants may only apply via our website, [www.marsh.com/us/careers.html](http://www.marsh.com/us/careers.html).

### CLOSING DATE: 6 AUGUST 2019

Marsh is a global leader in insurance broking and risk management, bringing global, national, and industry- specific solutions. Marsh and its separately incorporated operating entities around the world are part of Marsh & McLennan Companies, a publicly held company (ticker symbol: MMC).

Marsh & McLennan Companies offers competitive salaries and comprehensive benefits including: health, tuition assistance, employee assistance program, domestic partnership benefits, career mobility, employee network groups, volunteer opportunities, and other programs. We embrace a culture that celebrates and promotes the many backgrounds, heritages and perspectives of our colleagues and clients.