



Director of New Business

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 products to global high net worth individuals outside of North America.

Reporting directly to the Head of Operations, the Director of New Business will be responsible leading the New Business team and the Client Relationship Managers responsible for our international high net worth life business to deliver an exceptional client experience. The Director of New Business will assist the Head of Operations in executing the strategic performance analysis, gap assessment, and change implementation for the critical processes across Operations in order to deliver a scalable and sustainable best in class operations environment. The incumbent will work closely with a variety of other business functions, and conducting business in a variety of time zones. For additional information on the full scope of responsibilities, please call 232-5270 or email [hr@psolutions.bm](mailto:hr@psolutions.bm).

### **Skills, Education & Experience Requirements**

- Bachelor's degree; additional professional qualifications would be strongly preferred but not essential.
- A minimum of seven (7) years working in individual life insurance operations. High net worth international experience is highly desired. Able to demonstrate a track record of effective management of business processes;
- A minimum of five (5) years of staff management experience, particularly in a team environment.
- Prior experience with directing a business function (new business or inforce) dealing with international high net worth clients worldwide.
- Demonstrated strong learning ability focused on improving operational and administrative processes for financial products (life insurance, mutual funds, hedge funds, or banking products).
- Prior experience driving process transformation and an end-to-end process mindset with experience working in a process governance structure, and having ownership of selected operational processes in the life insurance industry.
- Proven record of delivering quantifiable efficiencies/performance optimization and implementing change across operational functional areas of a life insurance company.
- The ideal candidate is comfortable in a high performance, fast paced, high-pressure environment. In addition, the individual will be adept at multi-tasking, have unquestionable integrity, with an uncompromising commitment to quality. Well-developed financial/quantitative analytical skills; Strong presentation and communication skills including the ability to be direct in a positive, constructive manner are also essential.
- Experience with various Bermuda regulations and AML Compliance (International AML/KYC, FATCA regulations, Common Reporting Standard, United Kingdom IGA). Ability to perform research and understand complex regulatory documents and legal language.
- Experience in managing both fixed and variable (unit-linked) products preferred.
- Strong leadership, interpersonal skills, and integrity and trust.
- The ability to document procedures and policies and operational business flows as well as the ability to communicate these across a variety of audiences.
- Candidates must be organized; highly motivated; quality and detail oriented. Must have a strong sense of team commitment, be able to adhere to tight deadlines and possess excellent follow-through.
- Experience working in multi-cultured, multi-language and across multiple time zones is preferred.

Please apply in writing no later than **September 30<sup>th</sup> 2019**, to:-

**Performance Solutions Limited**

Suite 350, 48 Par la Ville Road, Hamilton HM 11

Email: [hr@psolutions.bm](mailto:hr@psolutions.bm). Phone: 441-232-5270