



Director Underwriting - Bermuda

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

The Director, Underwriting will deliver fair and consistent Underwriting decisions that are based on Sun Life's Underwriting Philosophy, to deliver mortality results that are consistent with expectations, while maintaining strong customer focus.

Duties and Responsibilities will include:

- The Director is responsible for mortality risk appraisal for the ultra-high net worth business working primarily in the Asian markets.
- Approval authority up to \$25 million
- Participates with the Chief Underwriter in developing underwriting strategies consistent with overall enterprise direction and goals.
- Assists with research on industry bench-marks and implements high level service standards.
- Act as a mentor and partner with the entire underwriting team.
- Builds, maintains and manages a proactive, positive, and productive relationship with the underwriting to ensure all customer relationships are maintained and the team meets the clients' high expectations.
- Special assignments as needed and directed.

Required qualifications and experience

- Over 10 years individual underwriting experience in Canada, United States, offshore or equivalent in large case markets.
- Completion of the Fellowship, Academy of Life Underwriting (FALU) and the Fellowship, Life Management Institute (FLMI) or willingness to do so over the next 5 years.
- Must be proficient in understanding all risk factors relating to mortality risk management and have the ability to solve complex problems.
- Maintaining an in depth technical knowledge for medical and financial underwriting practices, clinical testing and current medical procedures in order to satisfy proper risk assessment
- Is responsive to customer needs while demonstrating sound business judgement, and has excellent negotiating skills.
- Has advanced understanding of retention schedules and Reinsurance agreements.

This is an excellent opportunity to join one of the world's leading financial services organizations and to play an integral part in its success. If your experience and ambition match the requirements of the role, please send a resume and covering letter no later than **October 4, 2019 to:**

Performance Solutions Limited

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

Email: hr@psolutions.bm. Phone: 441-232-5270