

## CASUALTY BROKER

Bowring Marsh is the exclusive specialist international placement broker division of Marsh Inc. Bowring Marsh (Bermuda) Ltd. is seeking applicants for the positions of Casualty Broker.

This senior position is responsible for the daily servicing of a portfolio of Fortune 1000 clients within the Casualty divisions. The Broker provides service & advice associated with placements made or delivered to clients and is involved in negotiations with insurance & risk markets to obtain best terms, conditions, coverage and pricing for a client per risk practice guidelines.

Essential functions include:

- Placements of casualty related insurance programs into the Bermuda market for Fortune 1000 or similar clients
- Works as a senior member of a team and acting as a role model for less experienced colleagues
- Assesses client needs & develops solutions to complex risk situations
- Operates with a high degree of personal responsibility and accountability for the maintenance of a portfolio of clients
- Keeps abreast of changing risk and insurance market conditions
- Identifies and develops new sources of business
- Works closely and coordinates strategy with other Marsh Offices globally
- Analyzes client exposures and prepares high quality submissions to underwriters
- Benchmarks and analyzes new sales
- Responsible for policy management including follow up for policies, review of policy against bound terms & conditions, request for corrections, if any and delivery of reviewed policy to Distribution for delivery to client
- Public speaking/presentations and face-to-face negotiations

### Qualifications:

- Minimum of 10 years' casualty insurance broking experience in Bermuda or the International insurance market
- Bachelor's degree and/or relevant industry qualifications is required (or significant Industry experience in lieu)
- Proven experience to independently handle complex client assignments
- Self-motivated and fully capable of working on their own initiative
- Proficiency with Microsoft Office suite
- Excellent interpersonal skills, specifically regards written and verbal communication and presentation
- Strong analytical and negotiation skills
- Ability to adapt to changing priorities and to multi task

Entertaining clients is a requirement; therefore, applicants must be flexible in working outside normal scheduled hours. Additionally, applicants must be prepared to travel extensively for business purposes.

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

### CLOSING DATE: 15 APRIL 2020

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.