

## HEALTHCARE BROKER

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

This position is responsible for the independent daily servicing of a portfolio of major US based Healthcare clients and assisting senior Brokers with complex client assignments as required within the Healthcare division. 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:

- Placement of healthcare and related insurance programs into the Bermuda market for major US based Healthcare clients
- Assists senior Brokers and/or Placement Leader with complex client assignments
- Identifies, assesses, obtains and negotiates insurance coverage in the Bermuda market
- Utilizes knowledge of client industry & related risks to analyze client risks and exposures and develops placement strategies for clients' needs
- Prepares coverage specifications, submits risk information to carriers, receives quotes, provides analysis of such to clients and client team members and issues binding instructions to carriers based upon client direction
- Negotiates coverage and manuscript wording
- Operates within Marsh compliance and transparency standards with a high degree of personal responsibility and accountability for the accuracy and ongoing maintenance of client programs bound
- Develops working relations with carriers and/or underwriters
- Possesses knowledge of International markets and the risk appetite of carriers

### Qualifications:

- Bachelor's degree and/or relevant industry qualifications
- Recent insurance broking experience in Bermuda or the International insurance market
- Minimum of 5 years of recent and relevant experience in the Healthcare insurance sector
- Understands negotiating techniques & ability to apply these in discussions with insurers and clients
- Awareness of current market conditions of the global marketplace and can demonstrate the competitive advantage of the Bermuda Healthcare marketplace
- High level of technical expertise in the various Healthcare policy forms
- 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

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

### CLOSING DATE: 10 August 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.