



FIND your future

AXA XL, the P&C and specialty risk division of AXA, is known for solving complex risks. For mid-sized companies, multinationals and even some inspirational individuals we don't just provide re/insurance, we reinvent it.

How? By combining a strong and efficient capital platform, data-driven insights, leading technology, and the best talent in an agile and inclusive workspace, empowered to deliver top client service across all our lines of business – property, casualty, professional, financial lines and specialty.

With an innovative and flexible approach to risk solutions, we partner with those who move the world forward.

Learn more at axaxl.com

DISCOVER your opportunity

SVP, Product Line Leader

The SVP, Product Line Leader will manage the Professional Liability underwriting activities on a book of business comprised of large multi-national companies and professional service firms. In addition, the SVP, Product Line Leader will be responsible for the underwriting of Directors and Officers, Employment Practices, Wage & Hour, Transactional & Cyber liability risks.

Closing Date: October 16, 2020

Apply online at <https://axaxl.com/about-us/careers>

What will your essential responsibilities include?

- Select and price large professional service firms and multi-national accounts, in accordance with the company's underwriting standards, objectives and guidelines.
- Conduct risk exposure evaluation and premium determinations that enable effective negotiation of contract terms and conditions.
- Analyze insurance coverage and policy language.
- Demonstrate the level of gravitas required to conduct underwriting meetings with key members of large professional service firms and Fortune 1000 companies and effectively represent AXA XL's Professional Lines department in Bermuda.
- Create positive, credible impressions with insurance brokers, demonstrating the ability to view the company through the eyes of the customer, anticipating their needs and developing underwriting solutions.
- Know and understand the market factors that influence the company's underwriting strategy.
- Understand and analyze insurance coverage risk factors, including relevant legislative and case law precedents for use in internal training and product development.
- Perform in-depth financial analysis and industry research to develop prospects and refine underwriting models.
- Provide effective management, development, coaching and leadership to direct reports.

You will report to the Chief Underwriting Officer, Professional Liability

SHARE your talent

We're looking for someone who has these abilities and skills:

- A minimum of ten (10) years related insurance experience and/or training in the fields of the Professional Liability, Directors and Officers, Employment Practices Liability, Wage & Hour, Transactional Liability and Cyber Liability.
- Previous underwriting experience is required.
- A university degree, preferably in the area of Business or Finance or equivalent combination of education and experience.
- Experience working with senior insurance brokers, managing partners/senior partners of Professional Service Firms CFOs, General Counsel, Treasury and Risk Managers of Fortune 1000 companies.
- In depth knowledge of insurance concepts, underwriting principles, rating methodology, products, procedures and processes.
- Strong understanding and demonstrated competency of standard policy wordings.
- Demonstrated knowledge of analysis and quantification of professional liability risk exposures for large corporations and professional service firms.
- Strong critical thinking, interpersonal and communication skills (both written and verbal) and excellent negotiation abilities.
- Team player with excellent management skills and a proven sales/production record.
- Ability to work independently, be self-motivated, work outside of core hours and travel for marketing purposes as necessary

Inclusion & Diversity

At AXA XL, we know that an inclusive culture and diverse workforce enable business growth and are critical to our success. That's why we have made a strategic commitment to attract, develop, advance and retain the most diverse workforce possible, while creating an inclusive culture where everyone can bring their full selves to work and can reach their highest potential. It's about helping one another – and our business – to move forward and succeed.

- Five Business Resource Groups focused on gender, LGBTQ+, race/ethnicity, disability and inclusion with 20 Chapters around the globe
- Robust support for Flexible Working Arrangements
- Enhanced family friendly leave benefits
- Named to the Diversity Best Practices Index
- Signatory to the UK Women in Finance Charter

Learn more at axaxl.com/about-us/inclusion-and-diversity. AXA XL is an Equal Opportunity Employer.