

BUSINESS DEVELOPMENT MANAGER RISK AND INSURANCE SOLUTIONS

The Bermuda Business Development Agency (BDA) invites applications for the role of Business Development Manager (BDM)—Risk and Insurance Solutions.

The Business Development Manager is responsible for implementing long-term strategy to facilitate and lead efforts to promote Bermuda and consistently deliver outstanding value to all stakeholders. The BDM will be expected to present Bermuda's advantages to prospective clients and represent Bermuda locally and abroad as required.

Reporting to the Director of Business Development, the BDM will manage the collection and analysis of market research, monitor key industry trends, and maintain a pipeline of leads, opportunities, and wins in the BDA's Customer Relationship Management system. Accurate and timely tracking of business development activity and populating data to drive key performance indicators for the BDA is a critical element of the BDM role.

The BDM will work closely with the Director of Business Development and focus groups to develop and implement business initiatives to attract companies and jobs to physically locate on the island, as well as encouraging business flow to existing Bermuda-based businesses.

The BDM is responsible for managing and organising BDA industry focus groups for risk and insurance solutions. The BDM will work with key stakeholders, including industry representatives, trade associations, the Bermuda government, and the Bermuda Monetary Authority (regulator).

BDA focus groups depend on active and engaged participation of industry stakeholders. A critical role of the BDM is gathering stakeholder input and responding with results that lead to positive experiences, tangible outcomes, and financial contributions.

Qualifications/Experience:

- Undergraduate degree, professional designation or significant work experience in lieu
- Minimum of five years' work experience in the Risk and Insurance industry
- Knowledge and experience of Bermuda's risk and insurance offerings and its legal and regulatory framework
- Knowledge and understanding of the major concepts and language of the risk and insurance industry including, but not limited to, reinsurance, life insurance, captives and commercial insurance
- Experience in the development and execution of strategies in support of organisational goals
- Experience leading and collaborating with broad sets of stakeholders through committees, associations and/or working groups
- Excellent communication skills
- Strong public speaking skills
- A successful track record in complex and innovative business development, coupled with the ability to compose and articulate proposals
- Proficiency with Microsoft Office Suite, especially PowerPoint and Excel
- Proficiency with Salesforce or other CRM systems is preferred
- Professional insurance related designation(s), such as CPCU, ARM, CLU, ACI is preferred

If you are interested in joining our dynamic and dedicated team, you are invited to apply by sending your resumé and cover letter to [**resumes@bda.bm**](mailto:resumes@bda.bm)

Closing Date: **Monday, May 3, 2021**

The BDA encourages direct investment and helps international companies start up, relocate or expand their business in Bermuda. An independent, public-private organisation, we connect prospective business to industry professionals, regulatory authorities and government officials to facilitate domicile decisions.

We are an equal opportunity employer that respects the fundamental rights and freedoms of every person, regardless of race, origin, politics, religion, age or sex. We embrace an open, inclusive and respectful workplace.

Bermuda Business Development Agency
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