

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. The Director will report to the AVP, Underwriting on all underwriting matters.

**Main Responsibilities:**

- The Director is responsible for mortality risk appraisal for the ultra-high net worth business working primarily in the Asian markets.
- Working towards approval authority up to \$25 million
- 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.

**Key Requirements:**

- University degree in Business, Finance or related discipline.
- 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).
- 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.
- Consistently maintains excellent individual audit results
- Fluency in Cantonese or Mandarin is desired due to the focus in Asia
- Willingness to work some non-standard hours, oftentimes having to liaise with other Sun Life offices after regular office hours, due to these being located in other time zones.
- Values diversity and inclusion and works hard to build an inclusive and respectful workplace.

If you have the skills and experience to fulfill this role, please forward a detailed resume in confidence no later than June 18<sup>th</sup>, 2021, to:

**Performance Solutions Limited**

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Email: [hr@psolutions.bm](mailto:hr@psolutions.bm). Phone: 441-232-5270