



## **VICE PRESIDENT UNDERWRITING EXCESS CASUALTY**

### **Who we are:**

American International Group, Inc. (AIG) is a leading global insurance organization. Building on 100 years of experience, today AIG member companies provide a wide range of property casualty insurance, life insurance, retirement solutions, and other financial services to customers in more than 80 countries and jurisdictions. These diverse offerings include products and services that help businesses and individuals protect their assets, manage risks and provide for retirement security.

### **About the role:**

**What you need to know:** We are seeking a **Vice President Underwriting Excess Casualty** who will be responsible for developing, underwriting, and maintaining a profitable book of Excess Casualty business, and will:

- Contribute to the successful implementation of the Excess Casualty business plan
- Coordinate all stages of the underwriting process such as: marketing, risk analysis, evaluating and prioritizing submissions, pricing programs and submissions, contract negotiation and contract maintenance, developing and maintaining client and broker relationships in Bermuda and the U.S.
- Provide superior customer service to brokers and clients
- Communicate risk appetite and AIG Value Proposition to brokers
- Collaborate with BDMS, Territory Managers, and other line of business underwriters to target desirable accounts from brokers
- Work with brokers to understand the deal structure, terms, and AIG Services that best meets clients' needs
- Participate in special underwriting projects as needed
- Develop manuscript endorsements as needed
- Assist in the implementation of training programs for the underwriting staff as needed
- Act as mentor to junior underwriting staff
- Any other duties as assigned

### **What we're looking for:**

- University degree preferably in Risk Management or similar field
- Minimum of ten (10) years of managing a book of business comprised of Fortune 1000 and middle market accounts on occurrence reported, occurrence and claims forms
- Technical training in Risk Management and Insurance, and a CPCU or ACII designation preferred
- Proven ability to build and maintain strong professional relationships
- Strong analytical, marketing and communication skills
- Mandatory knowledge of Bermuda Market forms and/or U.S. Umbrella Liability forms
- Strong working knowledge of Excess Casualty lines of business (Workers Compensation, Auto Liability, Contaminated Product Insurance, Unmanned Aerial Vehicle Insurance and General Liability) including product features, regulatory environments, and risks etc.
- Ability to evaluate first layer lead umbrella occurrence policy forms
- Mandatory knowledge of ISO forms, Bermuda Market Forms, and manuscript wording
- Experience mentoring and developing colleagues and/or direct reports preferred
- Established relationships with key distribution partners in Bermuda, US, and London preferred
- Highly motivated and results-oriented
- Ability to work in dynamic, rapidly changing environment, adapting to changing requirements and collaborating with a wide range of colleagues to quickly deliver solutions
- Willingness to be flexible, learn on the job, and maintain a can-do attitude
- Comfort with analytical tools and technology

### **We are an Equal Opportunity Employer**

It has been and will continue to be the policy of American International Group, Inc., its subsidiaries and affiliates to be an Equal Opportunity Employer. We provide equal opportunity to all qualified individuals regardless of race, color, religion, age, gender, gender expression, national origin, veteran status, disability or any other legally protected categories. At AIG, we believe that diversity and inclusion are critical to our future and our mission – creating a foundation for a creative workplace that leads to innovation, growth, and profitability. Through a wide variety of programs and initiatives, we invest in each employee, seeking to ensure that our people are not only respected as individuals, but also truly valued for their unique perspectives.

**If your experience and ambition match the above criteria, please submit a resume or CV to:**

**[hrbermuda@aig.com](mailto:hrbermuda@aig.com)**

**All applications must be received by close of business on:  
July 28, 2021**

**Thank you for your application and interest in American International Company Limited. Please note you will only be contacted if you are short-listed for an interview.**