

Bowring Marsh is the exclusive specialist international placement broker division of Marsh Inc. Bowring Marsh is seeking candidates for the following position based in the Bermuda office:

## **CASUALTY BROKER**

### **What can you expect?**

The Broker is responsible for the daily servicing of a portfolio of Fortune 1000 clients or similar clients. 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.

### **What is in it for you?**

- Being part of the Marsh McLennan businesses; a premier global brand with the financial power to match.
- Competitive salary with full comprehensive benefits programs including: health insurance, life insurance, STD/LTD, generous pension contributions, employee assistance program, generous paid time off for vacation, sick, company holidays and time to give back to your community, volunteer opportunities, and other programs.
- Working with the most innovative and respected insurance colleagues in the industry

### **We will count on you to assist/manage:**

- Placements of casualty related insurance programs into the Bermuda market for Fortune 1000 or similar clients
- Senior Brokers and/or Placement Leader with complex client assignments
- Identification, assessment, attainment and negotiation of insurance coverage in the Bermuda market
- Utilization of client industry & related risks knowledge to analyze client risks and exposures and development of placement strategies for clients' needs
- Preparation of coverage specifications, risk information submissions to carriers, receipts of quotes, analysis delivery of such to clients and client team members and binding instructions to carriers based upon client direction
- High degree of personal responsibility and accountability for the accuracy and ongoing maintenance of client programs bound as outlined within Marsh compliance and transparency standards
- Development of working relations with carriers and/or underwriters
- Ongoing knowledge of International markets and the risk appetite of carriers
- Keeping abreast of changing risk and insurance market conditions
- Public speaking/presentations and face-to-face negotiations

### **What you need to have:**

- Recent insurance broking experience in Bermuda or the international insurance market
- 2-5 years of recent and relevant insurance experience
- Proficiency with Microsoft Office – Word, Excel, PowerPoint, Outlook
- Understanding of basic negotiating techniques & ability to apply these in discussions with insurers and clients
- Awareness of current market conditions
- Proven experience to independently handle complex client assignments operating with a high degree of personal responsibility and accountability
- High level of technical expertise in the various Casualty policy forms
- Strong organizational skills and ability to prioritize workload and manage such during busy periods
- Willingness and ability to work beyond normal office hours to meet tight deadlines
- Superior technical, financial and interpersonal skills, specifically regards written and verbal communication and presentation

### **What makes you stand out?**

- Bachelor's degree (or relevant industry experience in lieu)
- Relevant industry qualifications
- High sense of personal accountability
- Self-motivated and fully capable of working on their own initiative
- Knowledge of competitors & Marsh's competitive advantages

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

**Closing date: 09 November 2021**

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.