



Guy Carpenter helps its clients achieve profitable growth with a powerful combination of specialized reinsurance broking expertise, strategic advisory services and industry-leading analytics.

Senior Reinsurance Broker

What can you expect?

The Senior Reinsurance Broker develops and presents innovative approaches to complex client needs, produces, negotiates, places and manages the daily servicing of reinsurance treaties utilizing markets from the US, London, Bermuda and around the world. This is a senior client facing role in a team environment that involves servicing existing accounts, as well as new business production and new product development.

What is in it for you?

- Being part of the Marsh McLennan businesses; a premier global brand with strong financial results.
- 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:

- Manage overall interaction with client in medium to large client transactions. Negotiates and places reinsurance treaties in the Bermuda market utilizing markets from the US, London, Bermuda and around the world.
- Utilize knowledge of client industry to analyze risk reports and develop innovative approaches to difficult client needs and articulate the value to clients.
- Contribute to the firm's body of knowledge through active internal communication to enable colleagues to better serve clients.
- Work to solidify strong relationships with (re)insurers, clients, colleagues and utilises specialists in other areas of the firm to deliver highly complex, best-in-class solutions to clients. Coordinates internal resources, such as analytics, contracts and client services to provide solutions to client(s).
- Demonstrate a near complete understanding of coverage lines, markets and other more specialized products and keeps abreast of changing risk and insurance market conditions to better serve clients.
- Produce new clients, designs programmes for them and establishes relationships through meetings and exhibiting professional skills in order to generate revenue. Designs new programs for clients' needs, placing business with client-approved reinsurers
- May participate in the revenue/budget process with the management team.
- Oversee responses to client queries and concerns, ensuring issues are resolved completely and promptly.
- May review and clarify contract documents and bond forms, as well as banking terms and conditions.
- May review and guide the Client on the terms and conditions of General Agreement of Indemnity required to be executed by clients to support all surety transactions.
- May review financial statements for all industries with specific knowledge of each industry unique financial metrics
- Comply with external and internal regulatory and statutory policies, procedures and regulations
- Maintain comprehensive knowledge of reinsurer capabilities (product lines, capacity, approvals etc) with the help of market information, legal and other teams as necessary

What you need to have:

- At least 7 years' broking experience required in placing property-casualty Treaty Reinsurance programs
- In-depth knowledge of the global reinsurance market including coverage, placement structures, markets and rating structures of insurance and reinsurance companies
- Working knowledge and experience with Lloyd's and other Company Markets including London, US and Europe
- Strong working knowledge and relationships within the Bermuda market-place
- Analysis of financial reports and statements
- Ability to analyze actuarial models and output and familiarity with Cat Vendor models
- Superb negotiating and sales skills

What makes you stand out?

- Prior exposure to placing reinsurance for Captives, Alternative Risk Transfer solutions and experience with ILW's
- Ability and willingness to work well beyond the normal scheduled hours, including weekends and Bank holidays and also travel abroad regularly

Applicants may only apply via our website, www.marsh.com/us/careers.html.

CLOSING DATE: February 7, 2022

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.

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