



## **VP Underwriting; Cyber Tech Errors & Omissions, and VP Financial Lines**

**Relm Insurance Ltd. ("Relm")** is not your average insurance company and we are not seeking your average underwriting professional. Based in Hamilton Bermuda, Relm is the first and only class IIGB insurer, regulated by the Bermuda Monetary Authority ("BMA"). We work with entrepreneurs who are pioneering new horizons in technology, digital assets and the cannabis/alternative medicine spaces and we are seeking experienced Underwriter's to lead our Bermudian Team in both the Cyber Tech E&O and Professional Financial lines. We operate in a dynamic market that requires flexibility, creativity, critical thinking, excellent customer service, and the ability to execute. We tackle new and emerging risks that arise for entrepreneurs pioneering new horizons and therefore, we are looking for innovators, critical thinkers and leaders who are ready to dive into the unknown. The right candidate must have a track record in the successful delivery of (re)insurance and risk solutions, possess the ability to confidently discuss risk strategies, technical (re)insurance and claims issues and lead specific projects to develop revenue growth and operational efficiencies.

### **Primary Accountabilities will include:**

- Create and manage pricing objectives, profit improvement, profit improvement opportunities and combined ratio results for the Underwriting Division.
- Direct the underwriting risk section and underwriting process, planning, reporting, forecasting and business development for the lines of business.
- Provide leadership, technical advice, council, and expertise in the development of the underwriting management staff; have final accountabilities for all personnel activities within the division including mentoring, coaching, developing, and hiring staff.
- Maintain awareness of prevailing products and appetites in current and new business marketplace; maintain competitor analysis and subsequently lead on necessary new products and modifications to existing products.
- Manage underwriting accountability through the underwriting team and hold final responsibility for individual agent relationships at the highest level.
- Develop key contacts with high quality wholesale agents, reinsurance carriers and intermediaries.
- Form recommendations for the strategic direction of the business and present to Company leadership.

### **Required Skills/Abilities:**

- At least five (5) years of experience underwriting for Private and Publicly Traded organization along with a Bachelor's degree and or relevant industry designations such as AU, CPCU, RPLU and a solid track record of success in Professional lines or Cyber Underwriting.
- An in-depth working intelligence of current business issues within the industry and broker community.
- Developed technical knowledge of underwriting, product design, rating, and pricing, supporting a proven record of profitable underwriting in a multi-line environment.
- Strong agency management experience including strong relationships with the wholesale brokerage community and the ability to successfully develop and maintain strong relationships.
- Exceptional analytical & data-driven capabilities, mindset, and problem-solving skills; ability to see the value in data visualization tools and use such tools to make sound business decisions.

---

**If you have an entrepreneurial spirit, drive, flexibility and a desire to be challenged and contribute to a creative, successful team ... We would love for you to become a part of Relm!**

**Apply with CV & Cover Letter to:**  
**Laura Jackson, IEP Ltd. Email: [Laura@iep.bm](mailto:Laura@iep.bm)**

**Closing date for applications:**  
**Friday, February 18, 2022**