



Sun Life
International

**Director,
Business Development & Product Insight**

Sun Life International is one of the world's leading and most diverse financial services organizations, with an excellent reputation for customer focus and innovation in all 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.

Reporting to the AVP, Chief Partnership & Marketing Officer, the Director will proactively provide technical product insight to the Distribution team and our third-party intermediaries. Importantly, the Director will work closely with Distribution Partners, to leverage market insight & analysis to promote business development. This will be to assist product development and also for individual large cases. Primary responsibilities will include: Maintaining an up-to-date knowledge of all SLI products, profitability levers, and market forces that impact actual and projected earnings and translating this knowledge into meaningful insight and training; Developing symbiotic working relationships with Product Leads allowing parties to share insight, benefit from bespoke training, and foster a culture of co-creation; Advising as part of the Distribution Team about New Business products post-launch, and providing actuarial insight and helping to service Inforce cases by responding to technical queries from brokers, private banks and other intermediaries; Monitoring competitor activity, conducting market analysis, working internally to drive development/maintenance of a "Dashboard" monitoring tool, and leveraging analysis to identify gaps and opportunities; Producing detailed Large Case and Exception Pricing and presenting to AVP and Financial Affairs Team for viability of opportunities; Acting as the primary point of contact for in-depth and technical product matters for SLI's main Distribution Partners and acting as a resource within Distribution for large cases &/or senior Financial Representatives; Attracting, developing & retaining top diverse talent as part of a high-performance culture within Sun Life globally; and Performing other ad hoc duties that may be required from time to time by Management.

For a full description of the role, please email hr@psolutions.bm or call 441-232-5270.

Experience & Qualification Requirements:

- University degree in Business, Finance, Actuarial Science, Law or related discipline.
- Must be a qualified actuary
- Knowledge of the HNW market and Life and Par Products essential
- Willingness to actively profile the business externally and build relationships with key brokers
- Versatile and adaptable, willingness to work unusual hours and travel to broker locations
- Knowledge of Mandarin or Cantonese an advantage
- Ability to work independently and effectively manage time.
- Commercially minded with the ability to think quickly and under pressure.
- Values diversity, equity and inclusion and supports an inclusive and respectful workplace.

If you have the skills and experience to fulfill this role, please forward a detailed resume and cover letter in confidence no later than **June 17th, 2022**, to: **Performance Solutions Limited**, Suite 350, 11 Bermudiana Road, Pembroke, HM08 Bermuda.

Email: hr@psolutions.bm. Phone: 441-232-5270.