

Our client – Dunamis Holdings Ltd – invites applications for the position of ***Vice President of Business Development & Ventures***

Our client, **Dunamis Holdings Ltd**, a Bermuda Exempt Insurance Holding Company, is looking to recruit a Vice President of Business Development & Ventures. This is a new position that will be responsible for overall management of the Company's business development strategy.

Responsibilities:

- Serve as a key member of the executive team that sets the company's strategic direction;
- Spearhead business development initiatives that are consistent with the company's overall strategy;
- Manage multiple business initiatives in a start-up environment;
- Revenue generation and strategic partnerships development and management;
- Build and manage a business development team;
- Manage complex contract negotiation and work with legal counsel as required;
- Win early customers with limited support; and
- Be the driving force in the development of the work ethic, culture and

values of the sales and business development group. Through personal example, establish the style and approach which will characterize the Company's dealings with the marketplace.

Requirements:

The company is looking to hire a senior business development professional, who can identify potential deals and develop the strategies and teams needed to bring them to fruition. The chosen candidate will need to actively lead the business development function in an effective, proactive manner, demonstrating quantifiable professional experience in similar start-up role/s. In addition, the role will require the following:

- A Bachelor's degree, with an MBA or Master's preferred;
- A professional chartered insurance / underwriting designation;
- 10 + years plus of underwriting & business development experience within the P&C re/insurance industry;
- A demonstrable track record of generating high-margin revenue, developing new business concepts and products within the P&C re/insurance industry;

- Significant experience in deal analysis within the P&C re/insurance industry;
- A track record of raising funds from 3rd parties, including strong capital markets relationships;
- A solid understanding of North American, Bermuda and London insurance markets; and
- Experience marketing or selling products or services in a start-up or early stage environment.

If your experience matches the requirements of the role, please send a resume and covering letter to:

Alistair McNeish
PricewaterhouseCoopers Executive Search
Email: bermudatopjobs@bm.pwc.com
Tel: 441-295-2000

Closing date: 25 March, 2011



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