

*We are retained to recruit by  
many of Bermuda's finest  
employers. Beecher  
Carlson is one  
of them.*

## Senior Broker (Part-Time)

Our client, Beecher Carlson, is an independently owned company with a strong portfolio of US based captive clients and partnerships with several leading US regional brokers. The company provides its clients with brokerage, captive management and alternative risk transfer solutions. Beecher Carlson currently invites applications for the position of Senior Broker (Part-Time).

The successful candidate will be responsible for marketing, developing and maintaining a portfolio of multi-line brokerage business.

### **Key Responsibilities:**

- Develop and maintain strong working relationships with clients and Insurers/Re-insurers
- Visit the clients' offices to discuss the re/insurance requirements
- Liaise with clients and re/insurers both locally and overseas
- Negotiate the price, terms and policy wording with re/insurers
- Negotiate renewals of existing business and seek alternative quotations with re/insurers where necessary
- Review and interpret policies for coverage and confirm with clients
- Prepare proposals for new business and renewal applications
- Identify and analyze risk exposures and coverage needs
- Ensure all clients are provided with quality service

### **Minimum Qualifications, Skills & Experience:**

- University degree
- Minimum 10 years working in a insurance reinsurance environment with at least 5 years in insurance reinsurance broking
- Extensive background with executive liability coverages and placements
- Excellent interpersonal, communication and negotiation skills are essential
- Must be able to work on own initiative in a demanding and at times pressurized environment
- Must be prepared to travel on a regular basis primarily to North America
- Proficient in the Microsoft Office suite of products

This is an opportunity for an experienced Broker, ready for their next career move on a part-time basis, to contribute and share in the success of this growing and dynamic team that values and rewards individual contributions. The work environment is fast paced and demanding, but team members are supported by a strong network of colleagues. As the company expands there are opportunities to grow and be rewarded. A competitive salary and a generous employee benefit package are on offer.

Interested? Please email [jobs@expertise.bm](mailto:jobs@expertise.bm)

All enquires will be dealt with in strict confidence.

Closing date: July 15, 2011

For more employment opportunities please visit: