

# MARSH

## Insurance Manager

Marsh IAS Management Services (Bermuda) Ltd. invites applications for the position of **Insurance Manager**.

This position is in our Business Development Team and involves responsibility for developing captive programs and products for existing and prospective clients.

### **Essential functions:**

- Market captive concepts and management services to prospective clients
- Assist existing clients with the growth of their captives
- Develop the captive management business for captive management operations worldwide
- Develop and market new ideas and products for captives
- Respond to requests for proposals for captive management services
- Handle technical enquiries from MMC colleagues, clients and prospects regarding captive related queries
- Present at relevant conferences
- Incorporate new captives in Bermuda and any other relevant domiciles where such assistance may be required

### **Other specific requirements include:**

- Minimum of 10+ years of experience in the insurance, re-insurance and/or captive management industry; captive management experience is preferable
- In-depth understanding of different captive structures and alternative risk financing vehicles
- Has wide ranging knowledge of the captive industry including knowledge of other domiciles
- Considered an expert in several captive fields
- Demonstrated ability to build client relationships
- Good knowledge of all areas of the business model – insurance, accounting, risk management, new business/product development, captive advisory
- Demonstrated ability to influence and communicate with clients in all of the above areas
- Excellent, self-confident communication

Applications by e-mail (preferred) to [recruiting@marsh.com](mailto:recruiting@marsh.com). Applications by mail:

The Human Resource Manager  
Marsh Management Services (Bermuda) Ltd.  
P.O. Box HM 1826  
Hamilton HM HX

Closing date: September 20, 2011

No agencies please

Marsh is the risk and insurance unit of Marsh & McLennan Companies