

## AON INSURANCE MANAGERS (BERMUDA) LTD.

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### SENIOR VICE PRESIDENT – CLIENT SERVICES

Aon Global Insurance Managers is the world's leading captive manager and adviser to the world's largest companies. The Group serves over 1,300 clients around the world, enjoys a market leading position and is represented in over 30 offices worldwide. We are seeking to employ a Senior Vice President – Client Services in our Captive Management Operation

Reporting to the Executive Vice President, the Senior Vice President will join the Management Team, with strategic responsibility for the continued growth and success of the company.

#### Core responsibilities:

- Provide proactive leadership to the company's accounting and insurance professionals in delivery of quality client service to Aon's major clients.
- Manage and direct the services provided to large multi-national clients with complex insurance programs.
- To act as Account Officer on group of captive client companies with responsibility for managing the relationship, fee profitability and all aspects of service delivery.
- Member of the management team that makes all operational decisions regarding the running of the company.
- Assist in various ad-hoc initiatives as required to improve efficiency and productivity of office.
- Participate in new business activities when necessary including making presentations to prospective clients.
- Assist in increasing profile of the Bermuda office by representation at local industry conferences and other related events. This will include speaking engagements from time to time.
- Promote cross selling opportunities for other Aon business units such as Actuarial/Analytical, ERM, Consulting, Accelerated Claims Closure, etc.
- Train and educate staff.

#### Required experience:

This is an extremely challenging but fulfilling role requiring a blend of intellect, technical ability, client relationships skills and dedication.

- An undergraduate degree together with an accounting designation (CA, CPA, ACA).
- An insurance designation (ARM, CPCU, ACII, CIU) would be beneficial.
- A minimum of ten years of recent experience at a senior management level in a captive management environment or other insurance related entity.
- Thorough understanding of risk management concepts and relevant insurance legislation pertaining to captives.
- Experience working with large captive clients in the professional liability, and extended warranty sector.
- Ability to effectively manage and motivate teams of professional staff.
- A strong track record of exemplary client service including commitment to meet tight deadlines, which will frequently involve working evenings and weekends.
- Excellent written, communication and presentation skills, and the ability to effectively interact with senior executives of Fortune 500 companies.
- A strong reputation within the Captive Insurance community.
- Ability to demonstrate willingness to be part of a dynamic, forward thinking team including participation in and representation of the company at both internal and external functions.

This position presents an excellent opportunity to play an integral part in the company's continued growth and to utilize captive management skills in a professional and intellectually stimulating environment, working with first-class clients.

Only qualified Bermudians, spouses of Bermudians or PRC holders will be considered for this position.

**If you are interested in finding out about other opportunities that exist within Aon Global Insurance Managers global offices, please contact the Human Resources Manager.**

*Applications must include a detailed resume with references, submitted under confidential cover to:*

Human Resources Manager  
Aon Insurance Managers (Bermuda) Ltd.  
P.O. Box HM 2450  
Hamilton HMJX  
Or via e-mail: [aonbdahr@aon.com](mailto:aonbdahr@aon.com)

*Closing date for applications: November 7, 2011*

Innovative  
effective  
global solutions  
to business risks