



Experienced Reinsurance Broker

We have needs in the Atlanta Georgia or NY market

Join our client who is a well respected Reinsurance Intermediary. Bring your established relationships to our firm whose has a longstanding experience supporting regional accounts. They have expertise in a wide variety of lines of insurance business, solid financial backing and access to all global markets as well as catastrophe modeling, dynamic financial analysis tools, and AM Best consulting services. They also help smaller companies with capital needs as well.

If you have the following attributes and skills:

Emerging leader with proven peer market relationships

Client facing with track record of working effectively with decision makers within clients

Establishes credibility (knowledge/trust) with both clients and RMs (extensive internal network)

Proven technical competency demonstrating capabilities to create innovative solutions

Possesses senior executive client communication and negotiation skills (oral and written)

Effectively communicates market/industry perspectives and applications to specific client situation

May provide technical expertise in the servicing of medium to high complexity accounts

Manages key processes and internal activities to deliver client-facing services

Manages low to medium complexity accounts

Begins to independently establish and develop client relationships

Demonstrates technical competency and creates innovative solutions

Demonstrates effective working knowledge of carrier underwriting practices & processes

Possesses & utilizes negotiation skills for the brokerage process and new account management

Participate and promote pre and post placement servicing (premium financing, claims, etc.)

Actively seeks out new and challenging projects

Knowledge of Reinsurance - Knowledge of the activities, processes, tools, and considerations for managing the reinsurance process.

Knowledge of Underwriting

Knowledge of the full spectrum of activities, practices, tools and considerations for managing the underwriting process.

Requirements:

Proven technical competency in Umbrella and Excess policy forms.

Proven experience of broking into European and Bermuda markets.

Bachelor's degree in insurance or related field and/or five (5) year's minimum property and casualty underwriting experience or equivalent industry experience. CPCU, Associate in Risk Management (ARM), Associate in Reinsurance (ARe) or other industry designations desirable. Thorough knowledge of P & C insurance coverage, contracts and underwriting guidelines. Ability to interact successfully with customers to build and maintain good business relationships. Negotiation and pricing skills. Ability to work independently as well as within a team environment. High degree of initiative and motivation. Highly analytical with strong interpersonal and communication skills.

Keywords & Concepts:

Reinsurance

Capital Management

ARM or Associate in Risk Management