

Title

Portfolio Manager - Agency Channel

Overall Responsibility

Responsible for risk assessment & pricing of risks proposed for insurance, coordinating the execution of underwriting policy, monitoring exposures, monitoring performance of the portfolio, and relationship management in order to achieve Profitable Growth of the Portfolio.

Key Tasks, Duties & Responsibilities

1. Superior technical knowledge and experience in underwriting retail business
2. Strong combination of interpersonal, analytical, strategic and decision-making skills.
3. Assist the AGM of Underwriting during the Business Planning Rounds by making recommendations on the establishment of risk management strategies and the financial plan and related targets
4. Support the development of a high performing relationship management team to deliver results, including via mentoring of junior staff
5. Strong deal execution skills – ability to quickly grasp the commercial aspects of the transaction, strong communication and negotiation skills, and an appreciation and familiarity of the processes required to execute deals
6. Build and maintain relationships with a range of stakeholders, including the ability to understand different stakeholder's motivations and the ability to influence and persuade
7. Apply sound decision-making to underwrite business that contributes to a profitable portfolio.
8. Drive Agency channel results with a strong focus on agency relationships
9. Review, evaluate and price moderately complex business by applying sound underwriting judgment and adhering to company policy and Industry Regulatory Framework
10. Underwrite moderately complex insurance risks in accordance with the business plan and the personal authority to meet business objectives including negotiating rates, terms and conditions for existing and new business, managing production and issue of contract documentation, ensuring compliance with internal and external regulations and guidelines, and ensuring contribution to the business plan and objectives
11. (Check **link** for all responsibilities)

Requirements

Required education: Bachelor's degree

Required relevant work experience: 7 years

Required skills: Market research, intelligence; Business development; Sales performance tracking and reporting; Underwriting business; Marketing

Required languages: English (Spoken: fluent | Written: fluent)