Reinsurance Broker

Responsibilities

Account maintenance

Act as the primary point of contact for specific clients to ensure client needs and expectations are met, and to coordinate the overall service delivery to agreed standards

Client relationship management

Develop and maintain long-term relationships with clients to enhance service delivery and identify new business opportunities

Coverage advice

Provide advice to clients and colleagues on the scope of coverage and assist them with the interpretation of clauses

Promotion of products and services

- Lead or take an active part in activities and initiatives aimed at promoting Aon's products and services in the marketplace (e.g. media events, trade conferences, client seminars)
- Obtain agreement to participate in a programme from support underwriters to ensure risks are placed in accordance with agreed terms and conditions

Skills

- Understanding the role of reinsurance in a clients’ business strategy
- Understanding and having experience of the ME market
- Effective translation of those needs, identifying appropriate partners, negotiation, statistical analysis and interpretation and legal parameters and content
- In depth understanding, consistently maintaining a working knowledge of the client whilst managing expectations and the introduction of new products
- Staying abreast of market developments and the client potential impact
- Have a good knowledge of key competitors, awareness of industry practices and Aon's regulatory controls

What we’re looking for in you

- Work well under pressure
- Encourage others to make informed decisions,
- Adopt a systematic approach, preparing contingency plans
- Proactively address challenges, considering broad long term picture
- Communicate confidently with others.
- Always act in the best interest of the client and the firm
- You are able to persuade others round to the optimum way of working
- Understand when to take control and when to provide guidance and create a positive working environment for the team.