

Role Profile

Job Title:	Underwriting Solutions Business Development/Client Director
Aon Role Level:	4
Office:	Guernsey/London/Zurich
Reports to:	Head of Underwriting Solutions, EMEA Additional matrix reporting lines out to global leaders of ILS & White Rock Group

Aon's Underwriting Solutions

In response to the continued convergence of the capital markets and the commercial re/insurance industry Aon Underwriting Solutions has been created by integrating our Commercial Re/Insurance advisory, Insurance Linked Securities and White Rock businesses.

Overall Purpose

A Director level appointment to support our Underwriting Solutions practice group, which sits within the Aon Captive & Insurance Managers business. The aim and objective is to coordinate new business and client management activity across Underwriting Solutions in Europe, executing on the global strategy and rolling out the Underwriting Solutions value proposition across Europe.

To achieve success, it will be important to build relationships with key prospects and targets and cross-sell our services and capabilities across the Aon network to differentiate ourselves from our competitors. Another key part of the role will be to enhance local office pipelines / propositions and plans to ensure they are given the appropriate support and guidance to achieve given targets. Key countries that have been identified in EMEA are the UK, Switzerland, Guernsey, Malta, Ireland and Luxembourg.

Underwriting Solutions has ambitious targets to achieve within the next three years and there are many similarities and synergies between the three pillars of the strategy – White Rock, ILS and Commercial (Re)insurance. The role will suit somebody who can coordinate and drive this strategy, identifying opportunities between and around the pillars and driving the growth mindset will be key to its success.

Principal Accountabilities

- Taking responsibility for the existing Commercial Reinsurance portfolio in EMEA and rolling out the Underwriting Solutions value proposition in the key countries mentioned above;

- Liaise with the Underwriting Solutions leadership team and the domicile MD's to develop a dedicated team of experts to execute the global Underwriting Solutions strategy across EMEA and effectively manage the existing client portfolio
- Support the various ACIM offices, colleagues and key clients in rollout and execution of that value proposition
- Work closely with other practice groups within the broader Aon Group, as part of the Aon United initiative, to provide solutions to our client base e.g. Reinsurance Solutions, Aon Securities, Retirement Solutions
- Act as Relationship Leader on a Portfolio of key clients, utilizing the Aon Client Promise methodology and serving on the Board of Directors of clients if required
- Maintain a thorough understanding of the Underwriting Solutions trends and opportunities
- Develop and maintain pipeline of new business opportunities and develop an appropriate marketing strategy to develop leads
- Develop and implement marketing proposition for Underwriting Solutions and represent ACIM at targeted networking and industry events
- Coordinate activity, forecasts and presentations to the Underwriting Solutions leadership and present trends and analysis as appropriate
- Managing and leading the development of the Thought leadership agenda across Aon's Underwriting Solutions (UWS) practice group

Knowledge and Skills

- Be a client focused professional with excellent communication and leadership skills
- Have a proven understanding of onshore and offshore legislation and the regulatory environment which governs the various pillars of the Underwriting Solutions proposition, in particular Solvency II and PCC/ICC legislation
- Have a proven track record in proactively managing projects and teams in challenging situations to drive results for clients
- Possess proven business development and client relationship skills
- Have project management and people management experience of coordinating remote working teams across different disciplines and jurisdictions
- Can work autonomously and comfortable working within a matrix

Qualifications & Experience

Be professionally qualified in a relevant professional discipline with a minimum of 10 year's relevant experience in the (re)insurance sector or in consulting & professional services to the (re)insurance sector.