

KUDOS

MIND CAPITAL

Navigating uncharted waters



Reinsurance | Life Business Development Actuary | Gauteng

Reporting directly to the Chief Executive Officer (CEO), we are looking for a corporate entrepreneur, with a natural bent for business, who values the creation of unique approaches, to deliver optimal reinsurance brokerage and actuarial services, to Life insurers in South Africa and Rest of Africa. The incumbent will work closely with the European Life team, to position the firm as thought leaders in the market and be central to strategic projects that shape decisions. The individual will be responsible for setting budgets, meeting profit targets and managing business risk, with opportunity to grow into a professional with highly sought after industry skills and experience at a firm ranked as one of the world's largest in the sector.

Business development:

- Build relationships with Life clients and establish the brand in the Life reinsurance brokerage space.
- Conduct research into product and services development.
- Develop creative market-relevant reinsurance solutions to emerging client problems.
- Clarify client requirements and translate actuarial concepts into client-friendly terminology, meeting all reporting requirements.
- Provide actuarial analytical work to support solution and product development.
- Client relationship management throughout the reinsurance broking process.
- Deliver on the firm's promise of outstanding customer service.

General duties:

- Provide quality advice and superior actuarial services to clients, consistently meeting approved quality standards.
- Responsibility for the management, development and growth of the Life division.
- Communicate effectively with all partners, including the EMEA reporting lines and local Executive Committee.

Qualifications:

- Outstanding academic achievement.
- Degree in Actuarial Science, Statistics, Financial Mathematics or similar.
- FASSA designation or equivalent actuarial faculty.
- Consideration will also be given to outstanding Associate ASSA member applicants.

Skills and Attributes

- Problem solving with a positive client solution attitude.
- High attention to detail and strong client delivery work ethic.
- Energetic and highly self-motivated.
- Ability to work collaboratively to deliver large transactions.
- Entrepreneurial zeal.
- Excellent numerical and analytical skills.
- Ability to work under pressure with minimum supervision.
- Excellent client management and ease of communication.
- Shared sense of purpose.

Experience

- 5 – 10 Years work experience.
- Statutory, regulatory and economic capital experience.
- Understanding of reinsurance treaties.
- Reinsurance operational processes advantageous.
- Management experience ideal.
- Consulting skills and experience.
- Life reinsurance industry experience desirable.
- Covering one or more of mortality, morbidity, longevity or capital solutions.

Closing date: 01 Nov 2024. Apply via email to ceceth@kudos-actuaries.com, containing 1. a comprehensive CV, 2. full suite of academic certificates (e.g. schooling (NSC), undergraduate, postgraduate, professional qualifications) and 3. corresponding statement of academic record (e.g. marks/results/scores).

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Reinsurance | Property & Casualty Analytics Actuary | Gauteng

With high emphasis on business acumen, technical proficiency and innovation, we are looking for a top achiever to provide optimal reinsurance solutions for clients and broking teams that deliver strong consistent performance. The successful incumbent will be surrounded by the talent and expertise of the executive team, and follow the firm's professional development leadership model, at one of the largest financial services groups in South Africa with a proud heritage and vast global footprint. This is senior position that will intellectually support the executive team, clients and broader business.

Role portrait:

- Liaise closely with brokers and clients to identify client's needs.
- Develop an in-depth understanding of client data to determine trends, patterns as well as deviation from common order.
- Set up, carry out tests and run robust model(s) for client's based on their current structures and a range of proposed options.
- Continually debate results with Analytics and Broking teams that translate into efficient financial structures.
- Work closely with internal and external stakeholders, to research, benchmark, analyse and solve complex client issues, including the evaluation of a variety of factors (e.g. claims data; systems improvements; impact and implementation of regulatory changes, etc.).
- Maintain regular contact with key clients and foster long-term rewarding relationships.
- Conduct a needs assessment to provide a detailed understanding of client expectations and goals.
- Identify gaps where existing tools, models and processes can be developed or enhanced.
- Constantly examine the environment to improve ways of doing things.
- Design and enhance templates and tools for pricing, benchmarking and reporting.
- Document high-level processes and provide strategy consulting, interventions and tools coaching for training colleagues.
- Interpret modelling results and incorporate into broader analytical framework.
- Lead cooperative effort among members of a project team to deliver results including planning, scheduling, resourcing and executing large projects.
- Apply professional principles and business judgment to solve unique problems, develop new procedures, process and products.
- Frequently interact with senior level colleagues and clients, involving matters between functional areas, other company divisions or units, or clients and the company.
- Assist in the management of the Analytics team.

Qualifications, technical experience, skills & attitudes:

- Decorated scholar
- Cum laude university academic achievement at a well-recognised institution.
- Qualified Actuary (FASSA) with 5 - 7 years' experience.
- Preference to 3 – 5 years' in short term reinsurance.
- Related experience or equivalent ideal.
- MS Office and Excel skills, experience in VBA, Python and R coding advantageous.
- Dynamic Financial Analysis software experience beneficial.
- Technically sound, analytical and acute attention to detail.
- Diplomacy and multi-stakeholder communication and management.
- Competent speaker, presentation design and delivery.
- History of tenacity, stamina and determination to see a vision through to the end.

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