



Client Manager with Costing Authority

Swiss Re is one of the world's leading providers of reinsurance, insurance and other forms of insurance-based risk transfer, working to make the world more resilient. We anticipate and manage a wide variety of risks, from natural catastrophes and climate change to cybercrime.

At Swiss Re we combine experience with creative thinking and cutting-edge expertise to create new opportunities and solutions for our clients. This is possible thanks to the collaboration of more than 13,000 employees across the world.

We offer a flexible working environment where curious and adaptable people thrive. Are you interested in joining us?

About the role

Do you have a secret talent to build relationships and negotiate great deals? Help us build the Sub-Saharan Africa (with a focus on Southern African) success story! The main assignment is to originate and be accountable for all aspects of quoting on profitable, growth-oriented business and actively manage a portfolio of clients. You will be a sales leader with responsibility for building and managing the relationship and client strategy with assigned client(s). You will lead all aspects of the client relationships including being responsible for those client(s)' technical and financial results while leading cross functional resources.

Role specification

- Responsible for developing and managing the relationship and client strategy with assigned client(s)
- Effectively drive "right services right client" approach to market by not only understanding client needs, but also having a great understanding of internal resources needs and capacity
- Advise assigned clients on the full spectrum of Swiss Re products and differentiating solutions to meet their strategic growth aspirations and Swiss Re's business objectives;
- Profit center responsibility and accountability for business of assigned client(s) including planning and budgeting.
- Identify innovative solutions to increase market penetration and new business opportunities
- Drive innovative product development initiatives with identified clients.
- Own the quote process for opportunities using technical expertise to support costing, review, and approve quotes within own authority
- Originate new opportunities/business in Core, Solutions and Transactions
- Drive and manage the accounts actively (and strategically), including coordination of OTRs
- Responsible to run the costing for quotes up to his/her authority level:
- This includes CPT runs, documentation and QT handling as appropriate
- Ensuring application of guidelines and clean governance
- Co-ordinate and submits eBoard referrals as needed
- Coordinate input from Functional Experts (BS, BM, UW, Claims, C&W, TA, etc)

Requirements

- Financial acumen (qualified or nearly qualified actuary) with minimum 6 years' experience across different functions in the life and health insurance industry of which at least 2 years should be experience in business development
- Knowledge of negotiation techniques like WAP, MFP, etc.
- Actuarial Pricing and product development skills and experience in applying the Actuarial control cycle.
- Ability to pro-actively originate Solutions and Transactions in addition to Core reinsurance business
- Pro-active "hunting" attitude and ability to read people and build new relationships with excellent marketing and sales skills

Preference will be given to employment equity candidates.

Apply here: <https://performancemanager12.successfactors.eu/sfcareer/jobreqcareer?jobId=100101&company=SwissRe>