

## **Position Profile**

### **Senior Underwriter Healthcare (m/w) Life Science / Medical Malpractice**

#### **1. Business activity and economic development**

Our Client ist the seventh largest commercial underwriter in North America. Outstanding expertise, partnerships, service levels and financial stability make the company one of the leading specialist commercial insurers in Europe. The company provides coverage for a broad range of risks for small, mid-size and large businesses in a wide array of industries including: Construction, Education, Financial Institution, Healthcare, Manufacturing, Professional Services, Renewable Energy, Retail, Technology and Transport & Logistics.

In the US Healthcare Market the company has been very successfully active for 45 years. As an Underwriting Company with own risk managers it is very highly qualified to underwrite the most challenging risks and to develop outstanding products for this sophisticated market.

In Europe, during the last 10 years and starting with the UK and French markets a very profitable book of business with a substantial premium volume has been written in the healthcare market. This success is being continued in Germany for the last five years. The company is excellently prepared for the further expansion in this field. Jointly with the German market leader on the broker side and based on the data of German hospitals an own claims made product with an own tarif has been developed. The experience in the traditional healthcare market shows that there is an increasing demand for alternative insurance solutions to counteract the cost development. This excellent starting basis will have to be profitably expanded sales and underwriting wise.

#### **2. Corporate culture**

Our client is an international corporation offering in Germany and internationally challenging and interesting jobs. In a successful environment and a flat hierarchy committed personalities will enjoy great liberty of action as well as very good perspectives of personal development. In the team the interaction is frank and honest, also critical, but always based on mutual esteem. Superiors and colleagues put their hearts and souls into the job and are proud of their good results. That creates a positive atmosphere in which it is fun to work

### **3. Tasks and responsibilities**

As **Senior Underwriter Healthcare** you are responsible for the development of the portfolio in Life Science and Medical Malpractice and for the support and care of existing client and broker connections. It is your task to motivate the brokers for this segment of business, to accompany them in the acquisition of high profile business and to underwrite this business with a strong profit orientation. To this end you will have complete power of underwriting for the segment of Healthcare.

This requires the highest personal and technical skills of the Senior Underwriter.

- You will develop the HealthCare Business in Germany and control the book of business in Life Science and Medical Malpractice correspondingly
- It will be your job to develop and adjust the strategy with the aim of long term profitable growth, and you will report responsibly to Senior Management regarding to fulfillment of this task
- In the pursuance of this job you will expand existing broker connections, build up new connections and accompany them to challenging clients
- You advise and negotiate with clients and brokers and prepare binding offers
- You will be responsible for the underwriting and pricing of complex risks, and you will prepare the international decisionmaking documents for consultation with the actuaries
- You will analyze risks and be responsible for the development of products and the creation of coverage concepts
- And you will transfer technical knowledge in the field of Healthcare colleagues, brokers and clients

The challenge of this job consists in exploiting the big potential of the Healthcare segment in close cooperation with the broker side and thus, with continued growth, create an own management position. This can be achieved with very good products and a high degree of independence in a culture of fast decision making. In view of the high market potential and the strong distribution channel through the cooperation with the market leader you should be able to build and lead your own team.

### **4. Organizational integration**

As Senior Underwriter for the segment Healthcare you will report to the Country Manager Germany as well as to the Chief Underwriting Officer based in Luxembourg.

### **5. Location of the position**

The position will be based in Cologne. As the position requires frequent traveling working out of a home office may be possible, always in permanent connection with the office in Cologne.

## **6. Education**

Certified Insurance Clerk and, ideally, a suitable university degree.

## **7. Technical and professional skills**

Due to the high importance for the success of the company and given the high visibility within the company as well as the medium-term potential for development into a management function, special expectations arise at the professional and personal skills of the jobholder.

- Several years of professional experience in the insurance of Life Science / Healthcare risks as well as a strong understanding of the products.
- Sales affinity, strong underwriting skills and negotiation experience in this market coupled with a pronounced profit orientation in using the pen in the German market.
- Contact strength in treating with exacting brokers, poise and good presentation skills.
- And also Product development acumen (knows how product development and business works; knowledgeable in current and possible future policies, practices, trends, technology and information).
- In hospitals, cover will only be provided on a claims-made basis. This requires a good understanding of insurance technology and thus requires a high degree of persuasion in order to sell successfully.
- You are able to manage, monitor & control underwriting results on a portfolio and producer basis.
- You are able to assess risk hazards and exposures and to determine appropriate rates for individual risks.
- Strong solution orientation, negotiation skills, mental agility, enjoyment of work and enthusiasm for challenging risks and coverages.
- And also excellent communication skills – verbal and written, to positively affect other people and to win business.
- Fluency in German and English.
- And the willingness to travel in Germany.