

Job Description: Strategic Relationship Manager

HDI Global Specialty SE - Canadian Branch (HSCB)

About us: HDI Global Specialty SE is a joint venture of Hannover Re and HDI Global, both being strong and established players in the insurance and reinsurance market. Combining the specialty activities of the Talanx Group in HDI Global Specialty SE, we have created an excellent platform for putting together cross-business segment expertise and network reach.

Job Purpose: Lead distribution and market management function for Canada. The candidate in conjunction with the General Manager & Chief Agent for the branch would be responsible for driving growth across existing and new Specialty Single Risk segments. The individual would support and develop the design and implementation of the Distribution and Business Development strategies of the Canadian Branch

Description	
Key responsibilities:	<p><u>Broker Management</u></p> <ul style="list-style-type: none"> • Carryout strategic planning meetings with identified key and select target brokers. • Roll out the use of Power BI and dashboard functionality across business to leverage KPI and quantify broker relationship value • Work with Distribution Team in London to leverage relationships with global brokerages for greater local opportunities. • Engagement with broker teams. • Maintain presence and grow HGS penetration with key broker partners. <p><u>Marketing</u></p> <ul style="list-style-type: none"> • Work with central marketing team and brand consultants to further develop HGS brand in Canada • Develop local marketing & communication strategy • Attend industry conference – NICC, RIMS, PLUS, various aviation conferences etc. (COVID dependent) • Manage Branch traditional and social media presence • Develop opportunities for thought leadership highlighting HGS capabilities. <p><u>Business Development</u></p> <ul style="list-style-type: none"> • Work with Single Risk Underwriting Teams on individual account and partner business development efforts • Carryout out market assessment for new segment development including creation of business plans to support potential investment. <p><u>Distribution Management</u></p> <ul style="list-style-type: none"> • Full understanding of the proposition and underwriting appetite of each product. • Establish a trading data framework from which KPI's can be formulated, monitored and measured. • Anticipate, identify and resolve (or escalate) trading or regulatory issues arising • Build a framework to record business intelligence derived from Broker partners to evaluate performance and trading integrity. • Proactively participate in projects or other initiatives designed to improve the effectiveness or efficiency of the organisation, as and when required to do so by the Global Head of Distribution and Business Development

Qualifications required:	
<ul style="list-style-type: none"> ▪ Education: 	<ul style="list-style-type: none"> • University graduate
<ul style="list-style-type: none"> ▪ Experience: 	<ul style="list-style-type: none"> • A minimum of 10 years Underwriting or Channel Management experience • Strong Insurance Technical experience – CIP or CRM (preferred) • Strong grasp of underwriting performance and portfolio data analytics • Excel; PowerPoint, Power BI skills • Preparedness to travel (post-COVID 19)
Particular performance requirements:	<ul style="list-style-type: none"> • Ability to fit in with the team, organisational structures and reporting lines • High attention to detail • Excellent negotiation and analytical skills • Strong organisational skills and capability to work under pressure and meet deadlines • Strong communication skills demonstrating high degree of professionalism

**Interested candidates should apply via the following email box:
Canada_Human_Resources@hdi-specialty.com**