

Senior Property U/W Middle Market France

POSITION:	Senior Property U/W Middle Market France
DIVISION:	XL Services France
DEPARTMENT:	Middle Market P&C CEA Region
GRADE:	5/6 (depending on experience)
REPORTS TO:	Property U/W Manager France

Function:

- Underwrites, manages, develops and maintains the French Middle Market Property Business by analysing and assessing the risks transferred by brokers and clients and by providing competitive solutions which are in compliance with XL's policies, guidelines and objectives
- Supervises local Deal Administrators and Junior Underwriters and monitors and tracks performance against performance targets (if applicable)
- Liaises with local underwriting and country management

Main Roles and Responsibilities:

- Responsibility for the underwriting, growth and profitability of the French Middle Market Property portfolio
- Conduct underwriting meetings and risk survey visits with prospective insured's and/or brokers in order to quantify the inherent risks and exposures and determine premium rates for individual accounts within authority levels
- Translates CEA Middle Market Property strategy and performance targets into French Middle Market Property Strategy-, business plans and performance goals
- Builds up and maintains market reputation of the XL Insurance overall and specifically Middle Market Client segment
- Ensures and streamlines market interfaces by closely working with Country Manager and Local Sales, Underwriting and Claims Management
- Close collaboration with local middle market Casualty UWR to ensure a consistent client and account based approach and focus in the local market place
- Actively contributes to local team management within the Matrix organisation by:
 - o Ensuring that Country Manager and country organisation is involved/informed in business critical decisions
 - o Country specific targets are supported (e.g. credit control)
 - o Ensuring compliance with local instructions
 - o Contributing to the promotion of all XL capabilities and images to internal and external contacts (brokers, clients, competitors, reinsurer etc.)

Position Requirements:

Minimum position requirements preferably include a Bachelor / Master Degree in Economics and at least 10 years of property underwriting experience; or equivalent combination of education (apprenticeship) and property underwriting experience in the commercial insurance industry

Further qualifications include:

- Excellent knowledge of Property underwriting reinsurance concept and business processes
- Sound Risk Management knowledge with experience in risk survey reports
- Good knowledge of the French Property Insurance Market
- Good general commercial, marketing, sales and financial knowledge
- Strong interpersonal communication skills and the ability to influence and persuade
- Demonstrated attributes of attention to quality and detail, decision-making and problem-solving
- Strong team player with excellent communication and interpersonal skills
- Relevant experience in a multicultural complex matrix organization
- Fluent in French and excellent knowledge in English

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JD France Property UW MM 2013
Page 1 of 1