

VP - General Liability

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Company: Amynta Group

Location: Israel

Category: other-general

We're thrilled that you are interested in joining us here at the Amynta Group!

Purpose of the Job:

Vice President (VP)-Underwriting is responsible for producing, underwriting, managing and retaining profitable business for the company. The primary objective of the VP-

Underwriting is to underwrite, maintain and grow the Brit portfolio in accordance with the business plan, strategy, authority levels, company policy and regulatory environment for a specific product and/or line of business.

VP-Underwriting reports directly to the Senior Vice President (SVP) with shared responsibility for the underwriting performance for the respective product line at BGSU. Working in conjunction with the SVP, VP-Underwriting is expected to plan and implement activities within their team to ensure BGSU meets its underwriting business objectives

Essential Duties and Responsibilities:

Underwriting

- Provide advanced technical expertise with service of new and existing clients through cross-selling opportunities, account development, execution of client requests and problem solving in accordance with the objectives and procedures based on BGSU's core values and standards.
- Manage the entire underwriting cycle for individual accounts and assist in the preparation of and calculation of underwriting figures for input into the Business Plan
- Lead and provide guidance to other team members in the development and successful

completion of individual and departmental goals; liaise consistently with SVP on progress and performance of other team members

- Review evaluations of relevant underwriting and risk information; further communicate findings and analysis to senior management.
- Initiate pricing discussions on new and renewal accounts; liaise with Actuarial and management to ensure pricing approach is competitive yet profitable
- Ensure that business is being carried out within underwriting capacity.
- Continuously review portfolio for exposures and pricing adjustments. Develop recommendations for changes to portfolio and pricing that align with the overall strategy and risk appetite of the BGSU.
- Participate in, debate and discuss accounts at Peer Review meetings; initiate and develop solutions as issues arise.
- Identify and raise issues with in-force accounts / risks; using best judgement, liaise with a variety of other disciplines including claims, legal and/or loss control on issues; recommend solutions to ensure risks are mitigated or referred to management.

- Advise clients on policy coverages and policy contract wording.
- Ensure that all submissions are written within regulatory guidelines.
- Participate in discussions on risks written by other offices within Brit

Business Planning / Management Information

- Prepare and maintain significant management reports and make recommendations in matters of significance for SVP and Management; provide overall financial performance (including underwriting gain/loss) analysis for regional / product line initiatives.
- Provide SVP and Management with custom management information (MI), including but not limited to; updates on operational performance, budgets, forecasts, financial plans, statistical reports, and productivity reports.
- Work with SVP and Management in preparation of revenue and expense budget and monitor budget to ensure compliance with profit and growth objectives set for BGSU.
- Prepare studies, reports, analysis, and recommendations in areas such as Study economic and statistical data; devise methods and procedures for collecting and processing data; review and analyze economic data in order to prepare reports detailing research conclusions and to stay abreast of economic changes.

Marketing

- Develop new business opportunities that align with the underwriting strategy at BGSU
- Travel to and participate/lead client meetings; use judgement on how best to balance costs with business needs.
- Maintain key client relationships critical to the on-going success of the business
- Encourage dialogue with other market practitioners to gain the benefit of market information.

Operational

- Establish and maintain knowledge of internal controls and all procedures relating to underwriting.
- Foster team behavior and a sales-oriented department culture.
- Participate, as needed, in interviewing, hiring, training, and development of staff.
- Work with Company Leaders identifying areas of improvement, create efficiencies and improve margins.
- Develop and implement procedures based on applicable laws, regulations, rules, guidance and industry standards.
- Contribute to the operational integration of new acquisitions within the organization.
- Identify, plan and resolve routine department coverage and workload issues. Take necessary action to resolve issues.

Decision Making Responsibilities:

- Underwrite Insurance submissions in accordance with the approved business plan, subject to individual authority levels; refer to the SVP as appropriate.
- Participate and present own risks written at Peer Review meetings to articulate analytical approach to underwriting decisions.

The Amynta Group (the “ **Company** ”) is committed to a policy of Equal Employment Opportunity and will not discriminate against an applicant or employee on the basis of any ground of discrimination protected by applicable human rights legislation. The information collected is solely used to determine suitability for employment, verify identity and maintain employment statistics on applicants.

Applicants with disabilities may be entitled to reasonable accommodation throughout the recruitment process in accordance with applicable human rights and accessibility legislation. A reasonable accommodation is an adjustment to processes, procedures, methods of conveying information and/or the physical environment, which may include the provision of additional support, in order to remove barriers a candidate may face during recruitment

such that each candidate has an equal employment opportunity. The Company will accommodate a candidate to the point of undue hardship. Please inform the Company's personnel representative if you require any accommodation in the application process.

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