



EMPLOYMENT OPPORTUNITIES IN QBE EUROPEAN OPERATIONS

Job title: Underwriting Manager, GAP and IUI

Department: Credit Lines

Location: Plantation Place, London

Role Purpose (Summary)

To lead and manage the PP GAP and IUI underwriting

General Description

- To evaluate and manage new and renewal risk submissions. This will include the following: account management; liaison with brokers; clients and QBE staff; study of offers; analysis of underwriting and claims data in liaison with analysts; rating/modelling and liaison with analysts team.
- Implement and drive risk underwriting methodologies and agreed standards and peer review, to ensure a consistent and methodical approach to individual and aggregate risk underwriting exposures.
- Management of the loss ratio within delegated authority. The identification and analysis of potential and existing risk management issues, together with a calculation of possible exposures and mitigation strategies.
- Lead and implement commercial underwriting strategies to ensure a consistent approach to renewal and new business opportunities for the respective underwriting teams to attain agreed targets of GWP and service levels..
- Develop, manage and implement strategic relationships with all key distribution routes.
- Continually review, motivate develop and improve the team to ensure the required standards of performance are met and lead the teams learning and development strategies and support the continuing personal and professional development of all team members.
- Responsibility for all team PMPs within a structured delegated management structure.
- Manage the collation and recording of risk and commercial management information and develop enhanced portfolio management reports to enhance the analysis of the portfolio.
- Assist in the creation and formulation of: binding authorities (DUA), master policy wordings, policy wordings and administration agreements.



Essential Requirements

- Experienced professional with at least 7 years underwriting experience in the GAP, Creditor market. Experience of dealing with and influencing senior management and motivating a team.
- Experience of securing and retaining both new business and existing clients.
- Excellent technical knowledge of GAP and creditor pricing, risk analysis and mitigation.
- Knowledge of policy types and full product knowledge of gap and creditor..
- Knowledge of project management tools and techniques. Ability to lead projects to successful implementation.
- Ability to remain abreast of industry best practice and identify how it can be embraced to improve our strategies.
- Ability to manage and underwriting team maintaining underwriting discipline and standards.
- Excellent interpersonal skills.
- Negotiating and influencing skills to influence decision makers at senior level.
- Excellent presentation skills.
- Ability to work to tight deadlines and manage own workload.
- Relationship management skills – able to liaise and influence at all levels.
- Strong commercial acumen.