

Real Estate Senior Underwriter – Role Profile

Background

This is an exciting opportunity to join the Real Estate team. Since launching our Real Estate Industry Practice in 2018 we have enjoyed significant growth and developed a strong reputation, with a particular specialism for pan European programmes. Real Estate is a key strategic growth priority for our clients, and they are seeking a Senior Underwriter to support their continued growth aspirations. This is a dynamic and fast-growing team, and this role offers the opportunity to work with major clients, complex and bespoke programmes, and be an integral part of our next stage of growth.

Role Purpose:

The primary purpose of this role is to underwrite Property and Liability risks for Real Estate clients, both existing and new business. The successful candidate will lead some of our largest client and new business opportunities, work closely with our claims, risk engineering and global services team to provide excellent service to our brokers and clients. They will also work closely with our other underwriting teams, in particular Environmental and Global Terrorism to provide cross-lines solutions.

Key responsibilities:

1. **Underwriting** – Underwrite new business and renewal accounts according to defined underwriting guidelines and strategies
2. **Financial** - Contribute towards achieving the Real Estate financial plan. Support the Real Estate Leader in preparing financial plans, reforecasts and predictions.
3. **Training & Mentoring** – provide training, mentoring, and act as a role model for more junior underwriters within the team. Take underwriting referrals
4. **Compliance and Procedures** - Meet company standards in respect of policy documentation, contract certainty, peer review, audit, compliance, legal and regulatory requirements.
5. **Leadership** - Support Real Estate Leader in establishing and promoting best practice within the team
6. **Company Representative** - Represent and promote the company to brokers and clients. Represent the Real Estate team internally at production, renewal and other internal company meetings.
7. **Client Management** – ensure proactive client engagement plans are in place for our largest clients
8. **Business Development** - Proactively maintain relationships with key brokers and clients to ensure profitable and sustainable growth, in conjunction with distribution and other key stakeholders. Contribute towards strategic growth plans with key brokers.
9. **Cross-sell** - Pro-actively maximise cross-selling opportunities through collaboration with company colleagues

Skills & Experience required:

- Excellent working knowledge of the Real Estate insurance market, and understanding of competitor analysis
- An experienced, organised professional whose expertise is recognised externally

- Results driven with ability to make decisions and work on your own initiative
- Desire to continue to develop technical and broader business skills
- Ability to execute and influence at all levels both internally and externally
- Significant Property and Liability underwriting knowledge and experience specific to Real Estate clients
- Multinational experience
- Excellent presentation skills