



Business Development Manager / 生命・医療保険、コンサルティング関連のご経験者歓迎

## Job Information

### Hiring Company

[Swiss Re Japan](#)

### Job ID

1487626

### Division

BMDO-Globals Sales & Operations

### Industry

Other (Banking and Financial Services)

### Company Type

International Company

### Job Type

Permanent Full-time

### Location

Tokyo - 23 Wards, Chiyoda-ku

### Salary

9 million yen ~ 14 million yen

### Refreshed

November 20th, 2024 10:00

## General Requirements

### Minimum Experience Level

Over 6 years

### Career Level

Mid Career

### Minimum English Level

Business Level

### Minimum Japanese Level

Fluent

### Minimum Education Level

Bachelor's Degree

### Visa Status

Permission to work in Japan required

## Job Description

### About the role

We have an exciting opportunity for a new role at Swiss Re.

As Business Development Manager, you will partner with our Japan L&H Market Unit and Structured Transaction teams, uncovering new strategic and transactional growth opportunities in the region.

### Team Overview

The Life & Health Business Development (BD L&H Re) team is dedicated to the firm's growth, focusing on:

1. **Capitalizing on Macro and Industry Changes:** Monitor and analyze trends to identify opportunities for clients' capital and corporate finance strategies. Develop strategies to help clients navigate market conditions.

**2. Anticipating Client Needs & Related Client Engagement:** Understand clients' capital and corporate finance needs to develop tailored propositions and pitches. Generate leads and advance pre-pipeline opportunities.

**3. Supporting Strategic Initiatives:** Collaborate on Executive Committee-endorsed initiatives, providing analysis and implementation support.

**Reporting Line:** You will report to the Global Head of BD L&H Re.

#### Your Key Responsibilities:

- Analyze L&H client financials in Japan and identify client needs in capital & corporate finance.
- Track regulatory and market changes, anticipating client challenges.
- Develop propositions and initiate & collaborate on related client engagements.
- Quantify capital benefits and value generation for clients from transactions

#### About the team

BD sits within the Reinsurance Business Unit and focuses on originating profitable reinsurance business across all client segments (Globals, Large and Regional & National).

BD is a global function and collaborates frequently across locations and regions. You would benefit from interacting and collaborating with other BD colleagues who have diverse background such as actuarial, science, finance or economics. Besides, we work closely together with client managers, structurers, underwriters and other functions.

BD Japan team aims to make the most impacts for Japan based clients through developing research, analytics, and client presentations around financial/ capital aspects of Swiss Re's clients.

By joining us, you will gain an in-depth understanding of reinsurance and its capacity to help our clients to manage their risk and capital position. You will develop solid foundations for a successful career in reinsurance.

#### About Swiss Re

Swiss Re is one of the world's leading providers of reinsurance, insurance and other forms of insurance-based risk transfer, working to make the world more resilient. We anticipate and manage a wide variety of risks, from natural catastrophes and climate change to cybercrime. We cover both Property & Casualty and Life & Health. Combining experience with creative thinking and cutting-edge expertise, we create new opportunities and solutions for our clients. This is possible thanks to the collaboration of more than 14,000 employees across the world.

Our success depends on our ability to build an inclusive culture encouraging fresh perspectives and innovative thinking. We embrace a workplace where everyone has equal opportunities to thrive and develop professionally regardless of their age, gender, race, ethnicity, gender identity and/or expression, sexual orientation, physical or mental ability, skillset, thought or other characteristics. In our inclusive and flexible environment everyone can bring their authentic selves to work and their passion for sustainability.

## Required Skills

#### About You

- 4-10 years of relevant L&H (re)insurance or Consulting experience
- Driven to generate new business, creative in shaping capital & risk
- University degree in Finance, Actuarial Science, or a similar field.
- Excellent Japanese and good English skills is a must.
- Independent worker with strong team-player skills.

We offer a thorough knowledge of reinsurance and the opportunity to collaborate across various business lines. Join us to make a significant impact in the Japan market.

We are an equal opportunity employer, embracing diversity and inclusion.

## Company Description