



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

募集職種

採用企業名

スイス再保険会社 日本支店

求人ID

1487626

部署名

BMDO-Globals Sales & Operations

業種

その他（金融）

会社の種類

外資系企業

雇用形態

正社員

勤務地

東京都 23区, 千代田区

給与

900万円 ~ 1400万円

更新日

2024年07月31日 14:23

応募必要条件

職務経験

6年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

流暢

最終学歴

大学卒：学士号

現在のビザ

日本での就労許可が必要です

募集要項

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.

スキル・資格

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.

会社説明