

Canada Life Reinsurance

Vice President, Reinsurance Solutions

I. Responsibilities

1. Develop Reinsurance Sales Opportunities in the U.S.
 - Review potential clients and determine potential business opportunities both traditional and structured.
 - Assess the US reinsurance marketplace and propose potential areas for CLRe growth.
 - Develop a plan to contact all existing and prospective clients
 - Develop and nurture close relationships with key client contacts associated with structured reinsurance solutions (chief actuary, CEO's, CFO's, Director of capital management)
 - Attend industry meetings and promote CLRe product offerings
 - Analyze market data to identify potential clients needing structured reinsurance solutions
 - Approximately 40% of time spent traveling
 - Develop promotional materials to help explain structured reinsurance opportunities
 - Discuss reinsurance needs with clients and propose solutions based on CLRe product offerings.
 - Analyze client requests and propose new solutions internally based on changes in client needs.
2. Serve as client contact with pricing, treaty, and administration to ensure business opportunities with clients are monitored efficiently through the pricing process and that any issues are addressed once the business is in force.
 - Attend pricing meetings (gates 1-4) to ensure client needs are being met by our proposed business solutions, and to provide suggested competitive advice to the pricing team
 - Work with Treaty and Legal during treaty process to ensure final contracts meet the needs of CLRe and the client. Serve as point of contact with the client if treaty issues arise after contract is in force.
 - Attend business review meetings to review in force business and communicate any issues to clients.
3. Manage Larger transactions from bid acceptance through transaction closing
 - Set up internal project team
 - Organize periodic meetings with CLRe team and client team
 - Manage time expectations client to ensure CLRe can meet deadlines in a timely manner

- Work with pricing, treaty, administration to ensure client expectations are properly met during product implementation.
- 4. Work with the rest of the Marketing team to promote and improve the image of CLRe in the industry
 - Work with other VP's of Sales and Marketing when potential structured solutions transactions arise
 - Attend industry meetings and events to promote CLRe
 - Participate in creating/distributing CLRe marketing materials to clients

II. Reporting Line:

- a. **Reporting line:** The VP, Structured Reinsurance Solutions reports to the SVP Marketing (US).

III. Relationships

- a. **Pricing:** Maintain close relationships with both the traditional pricing team in Toronto and the Structured pricing team in Blue Bell. Ensure customer needs are being communicated to pricing and any needs resulting from pricing are relayed appropriately and in a timely manner to clients.
- b. **Legal Group/Treaty:** to review and support treaties and templates for treaties and help in the negotiations of treaties and litigation/arbitration matters.
- c. **Corporate Tax Group:** To help with internal transactions and to obtain proper tax advice for new structures and new transactions underwritten.
- d. **Administration:** Communicate any administrative concerns from clients to ensure needs are met. Discuss issues that may arise on in force treaties with clients.

IV. Hiring Criteria

- a. **Credentials:** Should be a Fellow of the Society of Actuaries
- b. **Experience:** 10+ years Reinsurance experience, including significant exposure to structured reinsurance solutions.
- c. **Skill Set:** Should have strong interpersonal, communication and project management skills.