

JOB DESCRIPTION

Job title	Director
Employee status	Permanent
Reporting to	Managing Director
Location	Vancouver

Key Responsibilities & Accountabilities:

- Underwrite and service a growing book of business, including risk selection, coverage negotiation and pricing adequacy on new & renewable business, all in accordance with designated underwriting authorities and company guidelines
- Identify, analyse and develop sources of new business
- Establish and maintain superior relationships with brokers
- Maintain market intelligence, trends and industry knowledge
- Adhere to company and regulatory policies, procedures together with mandatory training requirements

Functional & Behavioural Competencies required:

- A minimum of 5 years relevant experience
- Experience in new business development
- Understanding and depth in policy wordings, forms and applicable coverages
- Excellent attention to detail and ability to plan meticulously
- Superior negotiation skills, proven through established broker relationships and track record of new premium generation
- Good administrative skills and detail orientation
- Excellent IT & organisational skills
- Ability to perform effectively to tight deadlines with good personal organisation and time management skills
- Proactive, always looking for ways of delivering a better or more efficient service

Lions Gate Underwriting (LGU) is a leading Lloyd's Coverholder in Canada and underwrites on behalf of large A rated global insurers and with a strong reputation for expertise and responsive service. Our products are distributed through hundreds of licensed Canadian insurance brokers. Business is written for domestic Canadian risks, which also may have incidental or companion foreign exposures.

LGU has national reach, with operations in Toronto and Vancouver. LGU's Toronto branch recently opened and was established to drive the expansion into Central and Eastern Canada and to compliment the Vancouver based business.

When applying, please send your full name, resume, cover letter, contact information, and reference information to opportunities@lionsgateuw.com.