



# Job Description

**Position Title:** Client Manager

**Location:** London

## Summary of Position

BMS are looking to recruit a Client Manager, Facultative and Treaty Practice to join the newly created team in London. The team works on a range of classes across Facultative and Treaty business, including Property, Cargo and Marine.

This role is based in London with the opportunity to work from home in a hybrid fashion. Find out what it's like to work at BMS [here](#).

## About BMS

BMS is a dynamic, independent global broker established in 1980, delivering specialist insurance, reinsurance, and capital markets advisory services. Our purpose is to help people, businesses and communities flourish and prosper in a world of risk.

We are a global brand with offices located across the US, Canada, Latin America, Australia, Europe and Asia with both a strong local focus and understanding of market needs. Being independent gives our brokers the freedom to deliver the best solutions and combined with our collaborative team approach, single platform worldwide and renowned personal service, we are the independent broker of choice.

## About the department

A short and succinct description of the team in a single paragraph that brings it alive and explains where it fits into the overall organisation.

BMS Re are looking to build out the Client Management team who work alongside the brokers from both sides and all lines of business.

BMS Re incorporates Facultative, Treaty and Capital Advisory and the role offers a unique environment to work alongside all three in a close and effective manner. A newly formed team with significant growth plans is an exciting place to work and

offers any candidate the opportunity to excel in their strengths and develop new skills.

### **Skills and capabilities**

- To facilitate the Production and placement of reinsurance contracts in accordance with the client's requests, in accordance with regulatory requirements.
- Manage placement of designated risks, including production of documentation to assist placement and maintenance throughout the risk life cycle (Underwriting Submissions, market Reform Contracts, Wordings, Endorsements)
- Maintain and enhance knowledge of the insurance marketplace, trends and cycles in order to capitalise on market opportunities.
- Develops and manages relationships with market representatives i.e. Underwriters, other Brokers
- Review and analyse client needs to determine appropriate product and desired terms and conditions for insurance/reinsurance coverage
- Develop data and submission documentation for underwriters.
- Ensure that accounts are serviced efficiently and professionally.
- Demonstrate excellent technical knowledge and ability to communicate this to various audiences.
- Maintain up-to-date working knowledge of regulatory requirements.
- Report breaches, errors and omissions, disputes and complaints
- Adhere to company and regulatory policies, procedures together with mandatory training requirements.

### **Functional & Behavioural Competencies required:**

- Previous client management experience within either a broking house or insurer is essential.
- Demonstrable knowledge of the Treaty or Facultative market
- Experience with global programmes is preferred.
- Personally demonstrate the five BMS values and ensure that team members are aligned with these:
  - Accountable
  - Entrepreneurial
  - Collaborative
  - Empowering
  - Disciplined



### **What's in it for me?**

This role offers a competitive salary and bonus, 27 days holiday, plus access to our personalised benefits platform, Your Rewards, including:

- comprehensive private medical cover for you and your dependents
- complimentary annual health checks
- access to a virtual 24hr GP
- critical illness cover
- gym subsidy & dedicated wellbeing support
- retail discounts
- opportunity to purchase equity
- defined contribution pension

Through our Diversity, Equity and Inclusion (DEI) vision, we are committed to 'building a culture of belonging for all, valuing diverse perspectives and embracing authenticity.' As such, we have created our 'BMS Together' programme, with dedicated training, collaborative committees and intentional partnerships. In support of our ESG vision, we offer two additional paid days each year to take part in charitable work.

BMS offers flexible and hybrid working policies and we're happy to discuss options with you upon application. Please let our team know if you require any adjustments to support you through the application process.

### **Apply now!**

Email a copy of your CV to [joinus@bmsgroup.com](mailto:joinus@bmsgroup.com)