

Job Description

Position Title:	Senior Market Management Executive
Reports to: Partnerships	Executive Director – global Strategic Insurer
Location:	London

Summary of Position:

Lead delivery of Market Management services and engagement for allocated Carriers.

Key Responsibilities & Accountabilities:

- Lead the allocated team to deliver schedule of services prescribed in the relevant agreements
- Develop annual strategic engagement plan from Exec to team to embed the strategic partnership
- Act as the senior point of contact for Carrier- BMS and BMS-Carrier engagement
- Engage with internal and external senior stakeholders to align strategies for mutual benefit across Customer-Broker- Carrier distribution chain
- Understand and articulate Carrier and BMS strategic initiatives
- Adhere to company and regulatory policies & procedures together with mandatory training requirements.
- Adhere to financial reporting requirements including monthly phasing of income.

Functional & Behavioural Competencies required:

- Collaborative working with both data and marketing to develop market leading output
- Maintain up to date market summaries with pertinent exec level hotspots, notable wins/ losses and trading environment.
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- Personally demonstrate the five BMS values and ensure that team members are aligned with these:
 - Accountable
 - Entrepreneurial
 - Collaborative
 - Empowering
 - Disciplined