



Job Description

Position Title:	Senior Marine Reinsurance Broker
Reports to:	Chief Broking Officer, Brazil
Location:	São Paulo

Summary of Position

The role encompasses the leadership of our Marine specialty line to serve our current client base and new prospects. The individual will be responsible for connecting with reinsurance markets to develop solutions to our FAC and Treaty clients.

This role provides 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, Middle East 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

Specialty Reinsurance is an extremely important pillar of added value to our clients within BMS. The department serves our Facultative team, developing tailor made solutions for our clients and working closely with our portfolio solutions leader.



Key Responsibilities

- Define a business strategy alongside our FAC and Treaty teams.
- Prospect new business and develop new relationships.
- Negotiate and place the reinsurance capacity within markets.
- Maintain a constant business contact with clients and partners.

What we're looking for – Skills and capabilities

- English mandatory and Spanish desirable
- More than 5 years of product knowhow and market experience dealing with Marine Lines, including but not limited to Cargo, Hull, Ports.
- Commercial ability to prospect new clients.
- 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, plus access to our company benefits:

- private medical cover
- life insurance
- company pension contributions
- monthly meal vouchers

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