

## Client Manager (Treaty Reinsurance)

### London (hybrid)

#### About BMS Group

BMS is a dynamic, independent, global broker established in 1980, delivering specialist insurance, reinsurance, and capital markets advisory services. 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.

Our teams are respected globally for their specialist market knowledge, intelligent analysis and insight. Our people strive to be 'the best in class' and with an innovative approach and their entrepreneurial thinking, our clients truly benefit from better solutions to policy development and placement.

Being independent makes a key difference to our clients, giving our brokers the freedom to deliver the best solutions, tailored to meet their business needs. Coupled with our collaborative team approach, single platform worldwide and renowned personal service, we are the independent broker of choice.

#### Summary of Position

BMS Re are looking for a Client Manager for the Treaty team, who will work alongside the brokers and clients. BMS Re incorporates Facultative and Treaty units, with the role offering the opportunity to work alongside both teams in a close and effective manner.

A newly formed team with significant growth plans making for an exciting environment in which to work and offering the opportunity to excel in existing strengths and develop new skills.

#### Key Responsibilities & Accountabilities

- To facilitate the production and placement of reinsurance contracts in accordance with the clients' requests, in accordance with regulatory requirements.
- Review and analyse client needs to determine appropriate product and desired terms and conditions for (re)insurance coverage.
- Manage placement of designated risks, including production of documentation to assist placement and maintenance throughout the risk life cycle (MRCs, Wordings, Endorsements).

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BMS Group Ltd

- Develops and manages relationships with market representatives i.e. Underwriters, Brokers, Lloyd's, Xchanging.
- Ensure that accounts are serviced efficiently and professionally.
- Demonstrate excellent technical knowledge and ability to communicate this to various audiences.
- Maintain and enhance knowledge of the insurance marketplace, trends and cycles in order to capitalise on market opportunities.
- 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.

## What we're looking for

- Previous client management experience within either a broking house or insurer is essential.
- Property and Specialty reinsurance experience essential.
- Wider experience with MGAs, Binders, Consortia would be preferred.
- Demonstrable knowledge of the Treaty market

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 is a permanent role, offering 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
- gym subsidy & dedicated wellbeing support
- retail discounts
- opportunity to purchase equity
- defined contribution pension
- extra day's leave to celebrate your birthday

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.

**To apply to this opportunity, please forward your CV and any supporting documents to: [joinus@bmsgroup.com](mailto:joinus@bmsgroup.com)**