

Broker (North American Property)

Bermuda

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' with an innovative approach and entrepreneurial thinking, always putting clients first.

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

The successful applicant will be responsible for the placement and servicing of property insurance business sourced from a variety of North American clients. The role holder will develop and maintain strong relationships with wholesale/retail brokers and capacity providers, contributing to sustainable revenue growth in line with the firm's strategic objectives.

Key Responsibilities & Accountabilities

Business development & client management

- Build, maintain and deepen relationships with US retail/wholesale brokers and Bermuda markets, helping to originate and develop new business opportunities
- Act as a primary point of contact for North American clients, ensuring a high standard of service and responsiveness

Placement & technical broking

- Review and assess risk submissions, working with colleagues to structure appropriate and compliant solutions
 - Lead the end-to-end placement process from initial submission through to binding, securing optimal terms, conditions and pricing on behalf of clients
 - Take lead role in servicing accounts throughout their life cycle
- Maintain thorough and accurate records of all placements, market negotiations and client interactions in accordance with internal procedures

BMS Group Ltd

One America Square, London, EC3N 2LS
Switchboard: +44 (0)20 7480 7288 Fax: +44 (0)20 7488 9837 www.bmsgroup.com Registered in England 1479949
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Compliance & governance

- Adhere to the firm's internal policies, procedures and broking frameworks at all times
- Participate in compliance training, audits and regulatory reviews as required

What we're looking for

- Substantial experience placing North American property business in either the London or Bermuda market with established client and carrier relationships
- A good understanding of property programme structures, policy wordings, and coverage terms
- Strong negotiation and interpersonal skills with the ability to influence clients, producing brokers and markets
- Ability to perform effectively under tight deadlines with strong personal organisation & time management skills.
- Professional qualifications: ACII, CPCU or equivalent
- Personally demonstrate the five BMS values and ensure that team members are aligned with these:
 - We put clients first
 - We work as one
 - We find a way
 - We sweat the details
 - We take ownership

What's in it for me?

This is a permanent role, offering a competitive salary and bonus, plus access to our personalized benefits platform, including comprehensive healthcare and pension contributions

You will join a specialist, entrepreneurial property team with access to senior market relationships, cross-border collaboration and opportunities to build your profile across the Bermuda and North American property markets.

Through our Diversity, Equality 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.

To apply to this opportunity, please forward your CV and any supporting documents to: joinus@bmsgroup.com

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