

## APPOINTMENTS



**ASTON CHARLES**  
Specialist Insurance Recruitment

### Account Controlling Director

**Opportunities nationwide Realistic £50K - £100K plus bonus & benefits**

A well-respected national broking house seeks to bolster its presence across the UK with the appointment of several Account Controlling Directors who share its client centric ethos.

The board of this broker takes a very pragmatic approach when it comes to appointing senior colleagues. Rather than being introduced to the business via 'the HR channel', you will initially meet with the Chief Executive Officer at a mutually convenient location, and enjoy a frank exchange of views on the broking market, your ambitions and career to date. This open dialogue will continue throughout the relatively short recruitment process. For example, to eliminate potential concerns about 'shifting goal posts', you will sit down with the board and agree a bespoke role profile in person.

This long-sighted approach also extends to account growth and development, as the board recognises that punitive new business targets are both unrealistic and counterproductive. It is also very clear on its stance regarding covenants; you will neither be encouraged, nor allowed, to breach contractual obligations with previous employers. Instead, it offers a pressure-free environment to those time-served Account Directors and Executives with longstanding relationships, until such a time whereby they can transfer a portion of their current portfolio.

This firm has been trading from several locations for over a generation, but has recently received a significant cash injection from a well-known insurance professional who, having sold his national brokerage for a princely sum, seeks to reinvest his fortune in a new venture. Not only does this mean our client has a large war chest to spend on investing in high calibre Account Directors, the creation of a formidable marketing department and robust back-office infrastructure, it can leverage this well-known businessman's professional connections with individual businesses and affinity partners.

**Job Ref: RJ-243 | E: [richardjones@astoncharles.co.uk](mailto:richardjones@astoncharles.co.uk) | T: 0345 193 2465**

### Compliance Lead | London

**to £35K (Negotiable) plus bonus**

This boutique broking house is one of the most exciting entrants to the London insurance market in recent years. Operating in several niche areas within the City's financial services arena for over a decade, it has built up a longstanding and loyal client base and has recently expanded into new territories. In order to cater for the diverse range of client requirements, the decision to expand its professional services offering was the brainchild of its highly entrepreneurial CEO. The most recent phase in this business plan is the implementation of an insurance intermediary. It now seeks an experienced compliance professional to join its fledgling broking business. You will work in close conjunction with the Group Compliance Manager, guiding the team on all insurance matters.

**Job Ref: RJ-1740 | E: [richardjones@astoncharles.co.uk](mailto:richardjones@astoncharles.co.uk) | T: 0345 193 2465**

### Trading Underwriter | North Yorkshire

**to £40K plus benefits**

Our client is currently going through a period of change, which provides some excellent internal opportunities for proactive and high-performing team members. In this position, you will develop new business with your broker panel, as well as identifying further opportunities for additional business, schemes or rollover deals etc. The comprehensive product suite spans the mainstream commercial insurance arena including Property, Liability, Fleet, and Motor Trade to name but a few. You must be comfortable trading with brokers and ideally have some knowledge of e-trading. As well as an attractive package, you will have the perfect environment to stand out and make a real difference.

**Job Ref: AP-1798 | E: [allanparker@astoncharles.co.uk](mailto:allanparker@astoncharles.co.uk) | T: 0345 193 2449**

### Commercial Claims Handler | Leeds or York

**Salary negotiable**

This business boasts an enviable, nationwide client base, including some very well-known corporate entities. Working within an established Claims Team, you will deal with your own allocation of commercial claims. Whilst there isn't any delegated authority, you will still be 'hands on' throughout the lifecycle of a claim. Typically, you will take first notification of loss details, validating the claim and dealing with any enquiries from insurers and clients. In addition, you will liaise with third parties, insurers, suppliers and all other relevant third-party contacts. You will then use your negotiation skills to defend and secure an early and accurate settlement. As this broker deals with a large panel of insurers, it is imperative that you build effective relationships and work in partnership to ensure that claims progress efficiently.

**Job Ref: SF-1805 | E: [sarayafawcett@astoncharles.co.uk](mailto:sarayafawcett@astoncharles.co.uk) | T: 0345 193 2420**

### Insurer Development Manager

**City of London**

**£70K - £100K (OTE £120K - £150K)**

This market-leading Data Analytics firm specialises in using artificial intelligence to deliver the insurance industry with an unrivalled insight into risk. This information provides underwriting teams with the competitive edge when quantifying, selecting and pricing risks, and ultimately delivers enhanced loss ratios. Its board comprises some of the most respected, experienced and enterprising insurance professionals in the country.

The company's Risk Engine allows insurers to write established lines more profitably. It also allows them to explore new lines (where no claims history exists), with more perspective regarding profitability, and the confidence to price accurately on those lines that do match its underwriting appetite.

This fascinating business straddles both the worlds of Silicon Valley start-ups and old school City of London institutions. It is backed by the Venture Capital arm of one of the foremost names in world Education that sits at the heart of one of Europe's largest 'high technology clusters'. Over many decades, it has helped forge numerous businesses and initiatives that continue to positively influence the world across many disciplines.

However, for all its backer's impressive history, the focus here is very much on innovation. It offers an entrepreneurial, collaborative environment and prides itself on providing unique, hitherto unthought of solutions to the insurance industry.

You will take ownership of the sales process from cradle to grave; dealing with insurance companies at Chief Exec' level, and working on deals that will likely result in multimillion pound income individually. You will be tasked with signing prospects to a global licencing agreement for the Risk Engine (utilising both our client's in-house data, and if desired, the insurer's own information) and ancillary suite of projects.

**Job Ref: RJ-1749 | E: [richardjones@astoncharles.co.uk](mailto:richardjones@astoncharles.co.uk) | T: 0345 193 2465**

### Trading Team Leader | North Yorkshire

**circa £40K plus benefits**

You will oversee the performance and governance of TPA suppliers and coverholders that handle a book of Property claims up to the value of £100K. You will be responsible for 2/3 large TPAs as well as those smaller accounts, giving all clients the same level of attention and support. To emphasise, there will be no caseload of claims to service; this position is to ensure that the performance of the TPAs are meeting/ exceeding agreed KPI's and SLA's. You will ensure that all processes and procedures are adhered to and that those TPAs with delegated authority are working within the agreed boundaries. As expected, you will be able to produce and interpret MI and report back accordingly. You will be working closely with a colleague in Leeds, whilst reporting to your remotely-based Manager.

**Job Ref: AP-1799 | E: [allanparker@astoncharles.co.uk](mailto:allanparker@astoncharles.co.uk) | T: 0345 193 2449**

### Trainee Corporate Account Executive

**Leeds, Manchester, Birmingham, London Generous salary, bonus, benefits & study support**

There can be very few positions that allow an experienced insurance professional such progression as this opportunity. Rather than a traditional class room environment, you will learn the role from the ground up, playing a pivotal, 'hands on' role in the Corporate Unit's success from 'the off'. This will certainly prove an interesting challenge to those already in a technical insurance position, and you will certainly not miss high level client interaction! At the end of the 3-year Training Academy, you will have earned a formal Degree in Business to Business Sales, and professional qualifications with both the Chartered Insurance Institute and the Association of Professional Sales. Upon completion, you will have all the skills to move within the company into a variety of positions, both UK and abroad.

**Job Ref: RJ-1808 | E: [richardjones@astoncharles.co.uk](mailto:richardjones@astoncharles.co.uk) | T: 0345 193 2465**

### In-House Insurance Manager | Yorkshire

**Competitive salary and benefits**

A rare opportunity to work for one of the UK's most iconic organisations, with a prestigious history spanning almost 200 years. You will be responsible for managing the regulated business insurance programme, which is heavily geared towards Liability, Property and Fleet cover. You will communicate effectively with brokers and insurers in order to source a compliant and cost-effective policy, as well as conducting quarterly and annual reviews, ensuring that insurable risks are covered adequately at all times. In addition, you will manage all legal gateway referrals relating to insurance and indemnity advice / clauses, and also provide guidance on contracts and policy wording adjustments. You must be innovative, with the ability to bring well formulated ideas to the table, whilst working effectively with, and securing buy-in from, other relevant stakeholders.

**Job Ref: SF-1812 | E: [sarayafawcett@astoncharles.co.uk](mailto:sarayafawcett@astoncharles.co.uk) | T: 0345 193 2420**

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