



## Insurance BDM (OTE £100K - £140K)

**London**      **£50K - £70K basic plus lucrative bonus**

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. 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, 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 and ancillary suite of projects. Already trading with some of the biggest names in the insurance industry, your job will be to formalise relationships with an existing pipeline of established, cleansed and 'warm' prospects. You will then be tasked to seek further companies (insurers, MGAs, etc.) to partner with.

**Job Ref: RJ-1749 | E: richardjones@astoncharles.co.uk | T: 0345 193 2465**

## Compliance Officer / Compliance Lead

**London**      **Circa £40K (Negotiable) plus personal & company 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. This firm's clear focus on delivering the highest levels of client service has seen it deliver tremendous growth over the past year, and it has recently expanded its operations to include new offices across Europe and the Gulf. 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. With board level support and significant (in-house) financial backing, this fledgling insurance broking business is already proving to be a force to be reckoned with. It has made multiple high-profile appointments, and has started to establish its impressive client portfolio in its own right. As Compliance Officer, you will report to the Group Compliance Director and effectively take the lead on all regulatory matters within the insurance broking side of the business. This role is recognised as the next key hire within the broking house. As the most senior Compliance Officer within the insurance broking business, you will be responsible for completing full audits on the team's files, preparing reports for the board, signing off financial promotions, and carrying out the screening of potential introducers. You will also handle any complaints in a timely fashion, complying with both FCA regulations and in-house protocols. In addition, you will contribute to the business by observing occasional client meetings and providing structured feedback on colleagues' work.

**Job Ref: RJ-1740 | E: richardjones@astoncharles.co.uk | T: 0345 193 2465**

## International Claims Co-ordinator | Leeds

**to £40K plus benefits**

Reporting directly to the Head of Department, you will work within a small team supporting a multinational claims process. To highlight, this is not a Claims Handling role, but one where you will facilitate the handling of claims on multinational accounts to ensure correct processes and procedures are followed, regardless of where the producing office is based. Following this, you will create and maintain claims process manuals, keeping them accurate and updated. You will use in-house software accurately and efficiently, allowing 'real-time' data to be accessed at any time. You will also produce end of month MI for the Head of Department. In addition, you will attend case conferences, compile relevant information and distribute this across the group.

**Job Ref: SF-1738 | E: sarayafawcett@astoncharles.co.uk | T: 0345 193 2420**

## Property Claims Account Manager | Leeds

**to £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 SLAs. 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 Manager in a remote location.

**Job Ref: SF-1752 | E: sarayafawcett@astoncharles.co.uk | T: 0345 193 2420**

## Insurance Property Surveyor | London / South East

**circa £30K plus car**

This Loss Adjusting and Claims Solutions firm works in partnership with an array of key insurers, brokers, Lloyd's and London market clients. Reporting to the MD, you will carry out building insurance valuations and claims surveys. You will be responsible for the management of a key account, conducting reinstatement valuations and surveys for a portfolio of residential and commercial properties. As you will have a keen eye for detail and a natural ability to spot risks and hazards, you will assess the damage efficiently and use modern and unique technology to conduct surveys and complete reports for clients. As noted, you will cover London and the South East, managing your own diary and appointments. Should you need assistance, a senior colleague will be able to assist or guide you, as appropriate.

**Job Ref: SF-1726 | E: sarayafawcett@astoncharles.co.uk | T: 0345 193 2420**

## Senior Technical Underwriter | Leeds

**to £50K DOE**

This composite giant is currently going through a period of change and growth as it fully exploits new opportunities in the market. Numerous new positions are being generated for both internal and external candidates. This high-profile position lies within the company's schemes offering. You will review policy wordings and draft underwriting guides for your broker partners, as well as being the main referral point for the team. Experience wise, you will have an in-depth knowledge of cross-class commercial insurance products, and ideally, a specialist understanding of a particular niche line. A superb opportunity to make your mark within a prominent role, where you will benefit from a generous remuneration package.

**Job Ref: AP-1757 | E: allanparker@astoncharles.co.uk | T: 0345 193 2449**

## Commercial Trading Underwriters | Manchester

**to £40K depending on experience**

This national insurer, which works specifically through a select network of intermediaries, is looking to appoint a couple of 'Traders' to join its team in Manchester. You will be tasked with building and maintaining relationships with a broker panel, whilst providing a first-class service to ensure that any risks within the company's appetite are continuously secured. You'll visit clients on a regular basis to cement these partnerships. Although commercial insurance experience is essential, the most important thing is your personality and ability to negotiate/ communicate with clients. As such, both underwriting and broking candidates will be considered. As well as an attractive salary and package, as long as you are on track, you will be given flexibility around your role to achieve a good work/ life balance.

**Job Ref: AP-1755 | E: allanparker@astoncharles.co.uk | T: 0345 193 2449**

## Contact Managers | Yorkshire / North-West

**£20K - £25K plus generous commission**

A well-publicised broker is looking to identify a number of talented sales/ marketing individuals in Yorkshire and the North-West to help support and build its sales focus. Using a massive database of prospects, you will build a network of contacts throughout the UK and establish their requirements for your products. Employing a strategic approach, you will use targeted and personalised marketing to help promote the company's Business Insurance and Employee Benefits services. Your goal is to secure appointments for your technical colleagues to meet with the clients and generate income. Business to Business sales experience is essential. Unlike some other roles of this ilk, you will have the opportunity to learn and develop within the business through technical studies via the CII.

**Job Ref: AP-1756 | E: allanparker@astoncharles.co.uk | T: 0345 193 2449**