

# Client Manager (Graduate Programme)

## About Swiss Re

Swiss Re is one of the world's leading providers of reinsurance, insurance and other forms of insurance-based risk transfer, working to make the world more resilient. We anticipate and manage a wide variety of risks, from natural catastrophes and climate change to cybercrime.

At Swiss Re we combine experience with creative thinking and cutting-edge expertise to create new opportunities and solutions for our clients. This is possible thanks to the collaboration of more than 13,000 employees across the world.

We offer a flexible working environment where curious and adaptable people thrive. Are you interested in joining us?

## About the Programme

We are looking for graduates with strong interpersonal skills, who are eager to learn and broaden their knowledge and expertise. You have a **Bachelor, Master or PhD degree with up to 3 years professional experience** – we invite you to apply to our graduates@swissre programme.

The programme offers you the chance to join the dynamic, fast-moving world of a leading risk knowledge organisation. Over an 18-month period, you'll receive on-and-off-the-job training, including a job rotation that gives you the opportunity to work across different business units.

## About the Role

Works in strong collaboration with the Swiss Re team to grow and maintain the business with assigned blocks of business over the cycles. Supports the team to deliver the full spectrum of Swiss Re products and solutions to clients. Support the team in developing client strategy papers, accounting planning, market and client financial analysis and preparation of client/internal presentations. Assists the team in coordinating internal renewal processes or transactions. Also provides support on special projects and the Client Management function in reporting-related tasks.

Key tasks and responsibilities:

- Achieve financial targets and establish relationships for allocated / assigned clients;
- Develop and steer individual client strategies in close cooperation with underwriters and other units (e.g. cross functional team);
- Engage and steer SR's full capabilities towards the development of best solutions for allocated / assigned clients; and
- Supports team in planning and reporting, for internal and external tasks
- Continuous use of your analytical skills by working in conjunction with UWs on pricing and costing of specific deals
- Creates and maintains a strong network across the Insurance Industry and other selected stakeholders to develop and grow Swiss Re's business

As a graduate, you will have your home base at our regional office in Mexico City. You will be assigned a personal mentor to ease integration in the work environment and provide additional support throughout the programme. In addition, you will have multiple opportunities to network within the graduates population as well as with management and colleagues across the company.

## About the Team

- Our Mexico City team is composed by 4 Client Managers that cover all lines of business for Mexican and Central American clients
- They work in strong cooperation with a team of UWs and other client managers throughout the Swiss Re offices in the region (Miami, Sao Paulo and Bogota)

- The team also has strong collaboration ties with other functions and lead the Client Cross Functional Team
- A diversified team that handles some of our largest accounts in the region and has created strong relationships with newcomers to the Insurance industry through usage of new technologies and methods
- You will report to the Head of Mexico and Central America who is also responsible for representing Swiss Re in the local markets as Country President

### **About You**

- Successfully completed university degree, preferably in Business, Economics, Engineering, Actuarial Science or equivalent
- Strong interest in/motivation to learn about insurance/reinsurance and make a change in the industry
- Has knowledge of Project Management, Sales Methods for intangible assets, can investigate and learn independently and has deep understanding of Financials of Insurance
- Approaches problems with curiosity and open-mindedness, is a fast learner
- Innovative, showing a high degree of own initiative
- Team-player, willingness to contribute actively to the overall team spirit
- Ability and enthusiasm to work in a global and multicultural environment, and to be mobile in terms of workplace or location if required
- Aptitude to express him-/herself effectively in one-on-one conversations and small groups
- Mature & self-confident; Able to work with clients, business partners or senior colleagues
- Capacity to readily adapt to a changing and dynamic environment
- Proven expertise to work independently and proactively
- Strong analytical skills and can focus on details without losing track of the bigger picture
- Excellent oral and written English and Spanish skills; additional Portuguese skills are advantageous
- Proficiency in MS Office applications (Excel, PowerPoint, Word)
- Very good communication and interpersonal skills

We are an equal opportunity employer and value diversity at our company. We do not discriminate on the basis of race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status.

**Keywords:**

**Reference Code:** 98281

**Job Segment:** Underwriter, Manager, Actuarial, Accounting, Insurance, Management, Finance