

## Job Advertisement

Company Details	
Company Name*	Liberty International Insurance Limited
Company Description	<p><b>About Liberty International Insurance Limited</b></p> <p>Liberty International Insurance Ltd is a 100% owned subsidiary company of Liberty Mutual Group. Liberty Mutual's purpose is to help people embrace today and confidently pursue tomorrow. Keeping this promise means we are there when our policyholders throughout the world need us most.</p> <p>In business since 1912, and headquartered in Boston, Mass., today we are a leading global insurer with operations in 30 countries and economies around the world. We are the third largest property and casualty insurer in the U.S. based on 2017 direct written premium data as reported by the National Association of Insurance Commissioners. <b>We also rank 68<sup>th</sup> on the Fortune 100 list of largest corporations in the U.S. based on 2017 revenue.</b> As of December 31, 2017, we had \$39.4 billion in annual consolidated revenue.</p> <p>We employ more than 50,000 people in over 800 offices throughout the world. We offer a wide range of insurance products and services, including personal automobile, homeowners, commercial multi-peril, property, general liability, commercial automobile, surety, workers compensation, specialty lines, and reinsurance.</p> <p><b><i>To cope with our business expansion, we are now seeking high caliber professionals to join our dynamic team. You can learn more about us by visiting <a href="http://www.libertyinsurance.com.hk">www.libertyinsurance.com.hk</a></i></b></p>
Location*	Quarry Bay
Classified Start Date	21/6/2019
Job Details	
<input type="checkbox"/> Non-sales Position (Back-office) # <input checked="" type="checkbox"/> Intermediary / Sales Position (Front-line) #	
Position*	Assistant Manager / Senior Officer, Business Development (International Broker / Digital Partnership)
Department*	Distribution, City-State
Job Category	

<p>Job Description/ Duties*</p>	<ul style="list-style-type: none"> <li>• Develop and manage international broker / new digital partnership channels to achieve significant growth to meet the business target and build long terms business partnership</li> <li>• Monitor and analyze production trend to determine focus of sales efforts and ensure profitable growth</li> <li>• Develop go-to-market strategy according to our defined value proposition</li> <li>• Identify growth opportunities relating to product development and channel distribution as well as other initiatives to optimize profit contribution and minimize risks</li> <li>• Responsible for account/portfolio management</li> <li>• Gather market intelligence to ensure company's competitiveness and capitalize on market opportunities to identify trends and develop new ways to grow the business profitably</li> <li>• Participate in business projects as required</li> </ul>
<p>Requirements*</p>	<ul style="list-style-type: none"> <li>• Result oriented, self-motivated, strong sense of ownership</li> <li>• Passion in Insurance and Technology</li> <li>• Bachelor's degree with professional insurance qualifications</li> <li>• 5 years relevant work experience in business development or underwriting roles</li> <li>• Experience in dealing with international broker / digital partnership channel is a plus</li> <li>• Customer oriented with good business acumen and negotiation skills</li> <li>• Sound product and underwriting knowledge in general insurance</li> <li>• Excellent interpersonal, analytical and communication skills</li> <li>• Excellent command of written and spoken English and Chinese, PC proficient</li> <li>• Immediately available is preferred</li> </ul>

Application Method*	Email: <a href="mailto:recruit@libertymutual.com.hk">recruit@libertymutual.com.hk</a>
Application Deadline	
Year(s) of Working Experience*	5 years relevant work experience in business development or underwriting roles
Employment Type	Permanent
Additional Benefits	<ul style="list-style-type: none"> <li>• Dental insurance</li> <li>• Five-day work week</li> <li>• Flexible working hours</li> <li>• Free shuttle bus</li> <li>• Life insurance</li> <li>• Medical insurance</li> <li>• Performance bonus</li> </ul>