

# Job Title: Graduate Business Development Analyst



## Graduate Business Development Analyst

Zurich

Corporate Title: Associate

Division: CCH-Human Resources (50006402)

Department: CCHP-Pools (50002334) Hiring

Manager: Khalil Tuttlies

### About the Graduate 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](mailto:graduates@swissre) programme 2019.

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:

The Business Development department is a key driving force in the origination of transactional reinsurance solutions. Transactions are one of the three pillars of our reinsurance business. We transact with clients in order to optimise capital that clients need to hold for running an insurance company. Other examples are transactions to reduce retained risk and volatility from specific insurance portfolios up to transactions that accelerate client's future cash flows and profits.

Main activities of the department are related to identifying the above opportunities within markets and companies. These opportunities normally arise due to regulatory changes, companies' financial constraints and risk environment. In this context, the department is constantly developing new reinsurance value propositions to engage with clients around these themes.

### As a Business Development Analyst, your responsibilities will be:

- Analysing, monitoring and screening transaction opportunities arising from the changing regulatory, financial and risk environment
- Applying and developing high quality analytics and modelling, to better understand specific client priorities
- Contributing to the development and tailoring of new value propositions for our clients to effectively meet their needs and priorities
- Supporting creation of client pitches with a focus on how reinsurance solutions create financial and strategic value for clients

- Supporting growth projects and development of commercialisation strategies
- Contributing to strategy planning and marketing activities for key client accounts

By starting your career in Business Development, you will gain a thorough knowledge of reinsurance and Swiss Re from a global perspective and across all lines of business (Property & Casualty). You will have the ability to develop further through the close collaboration with Client Markets in different regions, Structured Solutions and Underwriting.

The position will provide you with an excellent foundation to start a career within Swiss Re. It will also give you the necessary tools to better understand the key financial of an insurance company and the link to its strategy. You will be working in a team that is constantly looking at the market, analysing multiple companies and developing financial solutions to help clients.

#### **About the team:**

Business Development is a globally active team with various locations in Asia, America and Europe. We are a truly diverse team with different backgrounds, cultures and languages from all over the world.

The team puts a high focus on talent development. Our talents have different professional backgrounds, ranging from consulting, actuarial, underwriting, finance and treasury.

We are a high-performing team and we work in a friendly, collaborative and fun team atmosphere.

#### **About You:**

- Successfully completed university a Master's or PhD degree, preferably in Finance, Actuarial Science, or similar quantitative focus or equivalent
- Excellent oral and written English skills; additional European language skills preferred
- You have a strong commercial sense and are able to put yourself into our client's position
- Strong interest in/motivation to learn about insurance/reinsurance
- Innovative, showing a high degree of own initiative
- Mature & self-confident; Able to work with clients, business partners or senior colleagues
- Ability and enthusiasm to work in a global and multicultural environment
- Approaches problems with curiosity and open-mindedness, is a fast learner
- Team-player, willingness to contribute actively to the overall team spirit
- Aptitude to express him-/herself effectively in one-on-one conversations and small groups
- 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
- Proficiency in MS Office applications (Excel, PowerPoint, Word)