



IN ORDER TO FURTHER STRENGTHEN OUR TR TEAM, WE ARE LOOKING FOR A

## Head of Risk Analytics (f/m/d), Germany

**Do you have a quantitative and/or actuarial background, looking for the possibility to combine your analytical, communicative and commercial skills to help drive growth and are you interested in joining a global leader in risk management and insurance broking? Marsh is currently recruiting for an actuary or related profession to lead the Marsh Risk Analytics' (MRA) team in Germany. MRA represents the engine room and the content creation part of Marsh's Business with its resources fully dedicated to modelling, benchmarking, loss parameterization and data management: to foster consistency, the MRA unit includes all activities related to risk retention strategies and risk financing optimization solutions.**

This position will work closely with the Client Executive (current clients) or Account Owner (prospects) who are accountable for driving both new and expanded business to clients and prospects. Balances technical competence and financial acumen and is able to facilitate sophisticated sales/renewal meetings to reach the best risk solutions. Possesses a unique ability to keep pace with and lead discussions in a dynamic C-suite transactional environment. The MRA leader will also assume the sales lead role in a unique approach to closing complex risk solutions selling to both Risk Managers and C-suite executives.

### Essential Functions:

- Accountable for delivering, among others, risk financing optimization, natural catastrophe modelling and benchmarking activities for clients and prospects
- Partners closely with the Actuarial teams based in Paris & London
- Collaborates with other Risk Analytics teams at regional and global level
- Builds up an internal Risk Analytics team and supports the local go-to-market strategy
- Participates at meetings with clients in cooperation with client executives and sales resources
- Takes part at quarterly regional leadership calls and annual off-site meeting
- Attends sales training events and professional development courses to enhance personal skills and technical competencies.

### Qualifications:

- Possesses excellent and proven business skills with emphasis in organizational selling
- Proven skills in Analytics (Finance, Data science including Statistical/Stochastic modeling, Ability to work with large data volumes, etc.)
- Ability to operate in an active deadlines-driven environment
- Ability to work in a team
- Demonstrates sales aptitude, communication skills, building and maintaining relationships, coordinating others, business acumen, strategic reasoning and a results focus
- Demonstrates proficiency in the use of company sanctioned email, word processing and spreadsheet software as well as navigation with the Internet. Possesses fundamental knowledge of office databases and company sanctioned sales technology tools
- Holds a high University degree in Econometrics/Mathematics/Actuarial science/Finance or similar with several years of work experience

### What we offer:

We are a growing team and offer a multifaceted and challenging function in a dynamic and international environment with a wide range of career and advancements opportunities. We offer a performance-related compensation combined with attractive social benefits.

### Interested? Please contact:

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### ABOUT MARSH

Marsh is a global leader in insurance broking and risk management. Marsh helps clients succeed by defining, designing, and delivering innovative industry-specific solutions that help them effectively manage risk. Marsh's approximately 30,000 colleagues work together to serve clients in more than 130 countries.

We work with clients of all sizes to define, design, and deliver innovative solutions to better quantify and manage risk. To every client interaction we bring an unmatched combination of deep intellectual capital, industry-specific expertise, global experience, and collaboration. We offer risk management, risk consulting, insurance broking, alternative risk financing, and insurance program management services to businesses, government entities, organizations, and individuals around the world.