

How do you turn a great vision into reality?

- By taking bold steps to help shape the future in one of our teams
- Through assessing worldwide risks with 11.000 like-minded people
- When you find solutions where others only see obstacles

LIFE&HEALTH REINSURANCE - SENIOR CONSULTANT FOR BUSINESS DEVELOPMENT ^{(M/F)*}

The Business Development unit within the Life&Health department is responsible for managing strategic business initiatives, driving innovation topics, developing primary insurance products for our clients, and supporting sales and marketing. In addition, the senior consultant coordinates and manages tasks within his subsection of the team, and coordinates with the team manager and the other seniors/experts on strategic aspects of the Business Development unit.

YOUR JOB:

- Developing innovative life and health insurance products within our region, with particular focus on non-German speaking countries
- Identifying optimal markets, target groups, benefit triggers, terms and conditions, sales channels and marketing approaches for new products
- Improving product features and tariffs of existing products in collaboration with our cedents
- Analyzing biometric market and client data to improve product terms and generate new business ideas
- Leading product and innovation workshops with clients to generate and execute optimal solutions with regard to product design, tariffs and smart UW/claims processes
- Supporting Client Management in their sales and marketing activities (market events, Munich Re events, marketing material)
- Establishing a network of insurance contacts in relevant markets (incl. cedents, brokers, rating agencies, start-ups, TPAs, etc)
- Managing projects across LH1 teams
- Supporting the team manager in the development and the execution of the team strategy
- Delegating, coordinating and managing all tasks within the subsection of the team that is assigned to the functional responsibility of the senior

YOUR PROFILE:

- Degree in business administration, economics or mathematics with 5+ years of experience in life or health (re-)insurance and with an actuarial background. Ideally membership in an actuarial association
- Language: full command of German and English, both written and spoken. Additional European languages would be an advantage
- Strong project management and interface management
- IT: full command of Office Tools
- Experience with a multitude of the following:
 - Marketing and sales of life or health insurance
 - Product development in life of health insurance
 - Automation or digitalization in life or health insurance
 - Insurtech projects
 - Design thinking approaches
 - Data analytics
- Personal profile:
 - Organized, methodical and analytical
 - Proactive and dynamic
 - Innovative, thinking outside the box
 - Team worker, communicative
 - Used to working under time pressure
 - Performance- and solution-oriented
 - Willing to travel

Munich Re is one of the world's leading reinsurance companies with more than 11,000 employees at over 50 locations around the globe. We are working on topics today that will concern the whole of society tomorrow, whether that be climate change, major construction projects, gene technology or space travel. We find solutions to these challenges through a network of highly qualified professionals who anticipate risks, work on tailor-made solutions and expertly advise our clients. If you want to help shape the future as part of one of our teams, we look forward to hearing from you. Please click on the link to apply online.

Münchener Rückversicherungs-Gesellschaft

Jörg Kunzemann
HR Business Partner
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GERMANY

Apply

* Munich Re not only stands for fairness with regard to its clients; it is also an equal opportunities employer. Severely disabled candidates will also be prioritized, if equally qualified.

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