

JOB OFFER



BUSINESS DEVELOPMENT DIRECTOR

LOCATION – Singapore

EXPERIENCE LEVEL – 5+ years in a corporate broking or (re)insurance environment

START DATE - Flexible

ABOUT DESCARTES UNDERWRITING

WHO WE ARE | Founded in 2018 and headquartered in Paris, Descartes Underwriting was born of the conviction that climate change calls for a revolution in the insurance industry to better protect individuals, businesses, and governments. We provide data-driven insurance products based on satellite imagery and IoT to protect corporate and public sector clients against climate risk and natural catastrophes. Following a Series A funding of 18m USD in September 2020, we opened offices in New York, Singapore, Sydney and London. Today, Descartes' ambitious and international team of 45+ is proud to protect 150+ clients – several from the Fortune 500 – in 60+ countries.

OUR PURPOSE | Losses from catastrophes and man-made disasters are likely to increase year after year due to demographic density and climate change. We firmly believe that the insurance sector can and must play a critical role in helping enterprises and individuals cope with climate risk. This will require, however, a deep transformation of the sector, as current insurance products often lack transparency, carry expensive premiums, and come with slow claims processing.

OUR APPROACH | True to our namesake, René Descartes, one of the greatest European scientific philosophers of the 17th Century, our company draws a distinct advantage in challenging the approach adopted by traditional insurers. Utilizing forward-looking models and real-time monitoring from satellite imagery, IoT and big data analytics, Descartes' products help businesses bounce back faster. In collaboration with our partners, our parametric insurance products can serve clients across the globe, from mid-size tickets to EUR +100 million.

ABOUT THE ROLE

COMMERCIAL DEVELOPMENT

In close collaboration with the Head of Southeast Asia and the rest of the APAC team, you will be focusing on new business development activities in Southeast Asia which include:

- Interact with corporate brokers daily to fuel a strong deal pipeline which fits Descartes' underwriting appetite
- Expand Descartes' corporate broker network in Southeast Asia, building strong, trust-based relationships to generate new opportunities & secure renewals
- Develop and promote the value proposition of Descartes' parametric products as a pro-active element within brokers' strategic toolkit
- Understand and identify the market needs for parametric offerings in order to generate meaningful business opportunities
- Promote Descartes Underwriting as a center of excellence for product innovation and climate risk modelling
- Represent Descartes externally at Broker, Client and Industry meetings & events; including occasional public speaking engagements
- Develop and adapt sales & marketing strategies (incl. digital) for territories in Southeast Asia

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- Embrace a tech approach to sales, which will include leveraging state of the art tools and methodologies, and integrating input from the tech & data science teams

TEAM WORK

- Collaborate with the other Descartes offices around the world to optimize business opportunities & meet business objectives
- Coordinate with relevant stakeholders to ensure smooth underwriting and claims settlement processes
- Monitor insurance industry, and parametric specific developments in the market, effectively communicating insights internally
- Develop and promote an inclusive and multi-cultural environment

ABOUT YOU

EXPERIENCE & QUALIFICATIONS

- Ideally 5+ years in the (re)insurance industry in Singapore with a regional role, in a business development or commercial capacity
- Candidates with experience from brokerage firms or commercial departments within insurance companies highly preferred
- Expertise in commercial property (re)insurance and/or parametric risk space preferred

SKILLS

- Fluency in English (written and verbal communication) – required
- Good command of one additional language – valued
- Excellent interpersonal and communication skills, incl. sales & negotiation
- Strong analytical capabilities and financial acumen

MINDSET

- Results oriented, with the ability to work in a dynamic and multi-cultural environment
- Excellent team player with an entrepreneurial mindset
- Motivated to help improving businesses and communities' resilience to climate change
- Willingness to travel across Asia

COMPENSATION & BENEFITS

We offer a competitive compensation and benefits package, in accordance with candidates' experience & qualifications. At Descartes Underwriting, we value diversity across multiple dimensions – cultural, cognitive, leadership & experience. Our diverse multilingual and multicultural team is core to our value proposition, allowing us to think & build globally from the first iteration. We seek talents who can subscribe to these core values.

HOW TO APPLY

If this sounds like the perfect challenge, please don't hesitate to submit your application and resume on:
<https://www.descartesunderwriting.com/careers/>