



Job Title: Relationship Executive (Marine)

Department: Brokers and Corporate Partners

Job Summary

The Relationship Executive (Marine) is responsible for evaluating, underwriting, and managing marine insurance policies, including cargo, hull and liability coverage. This role involves risk assessment, client relationship management, claims assistance and ensuring compliance with international maritime regulations.

Main Responsibilities

- Assess risk factors for marine insurance policies including cargo, hull, freight, and liability risks.
- Determine coverage terms, premiums, and policy conditions.
- Use historical data, maritime regulations, and industry standards to make informed underwriting decisions.
- Advise clients on suitable marine insurance coverage for their business needs.
- Build and maintain strong relationships with clients, brokers, shipping companies, and logistics firms.
- Manage policy renewals, endorsements, and cancellations.
- Maintain accurate policy records and documentation.

Job Requirements

- Holder of a Bachelor's (or equivalent) degree (or equivalent experience) in insurance, Maritime studies, business, actuarial or related field.
- CII qualifications will be an advantage.
- At least 3 years' experience in (re)insurance, ideally in a client management and/or risk assessment role.
- Familiarity with Incoterms and international trade documentation.
- Experience with P&I Clubs and marine survey procedures.
- Ability to work under pressure and manage multiple accounts.

The company reserves the right to call only the best qualified candidates for the selection exercises.

Applications received after the closing date might not be considered.

The company also reserves the right not to proceed with the vacancies.