

Senior Underwriter Asia (100%)

About Echo Re

Echo Re was founded in 2008 and is a wholly owned subsidiary of the German DEVK Group. Its treaty reinsurance portfolio covers all P&C and a broad range of specialty lines of business from cedents in Asia-Pacific, the Middle East, Africa, Latin America and the Caribbean. Our sister company, DEVK Re based in Cologne, covers the complementary regions of Europe and North America.

The candidate will join a highly professional and growing team with a proven track record in building client relationships of mutual relevance. Our decision-making processes are lean, our hierarchy is flat, and our response times are fast.

Your Role

Reporting directly to Echo Re's Regional Managers ASEAN & North Asia, you will be responsible for supporting growth of a profitable and diversified portfolio including all underwriting-related functions associated with the administration of a diversified book of new and renewal reinsurance business written in these regions.

The ideal candidate has a strong affinity for

- P&C Treaty Underwriting and Pricing
- Asian cultures
- Interaction with clients and intermediaries based on a local network
- New business development
- Finding solutions for challenging situations
- Helping to further build and manage a profitable book of business

Your Main Tasks are:

- Support the Regional Managers in the design of the overall market as well as the client/LoB strategy within the UW Planning process and its efficient execution.
- Underwrite treaty P&C business in Asia, in accordance with Echo Re UW and Pricing Guidelines.
- Assist in continuing to build-up a technically sound portfolio and undertake all measures to safeguard profitability.
- Assess existing portfolio and potential new opportunities while identifying deal risks and their drivers.
- Analyse underwriting data along with other ancillary data and renewal information to establish forward looking views.
- Support functions in various roles to further optimize UW processes and conduct trainings.



- Visit market(s) and clients to maintain, identify and develop the relationships with existing and new clients.
- Coordinate marketing and underwriting activities with the responsible Speciality line managers (Affinity, Agriculture, Credit & Surety, Engineering, Marine & Energy)
- Represent Echo Re during industry events (conferences, seminars, etc.).
- Close cooperation with Pricing Actuaries
- Optimize consumption of allocated capacities (Risk and NatCat).
- Assume an efficient and high level of quality for BO Reports and SICS in close cooperation with UW Assistant.
- Review and approval of claims in accordance with Claims Guidelines.
- Review, validate and countersign contractual documents.

Your Profile

- University degree (Bachelor's degree or higher), primarily in the areas of Insurance, Economics, Business, Mathematics/Actuarial Sciences, Engineering, Natural Sciences, Law or a comparable recognised post graduate degree in Insurance/Reinsurance (ACII or other local equivalent).
- Between five to ten years of relevant reinsurance underwriting experience (non-life treaty or facultative UW) in the Asian region.
- Strong affinity for local culture and knowledge of local business practices.
- Experience with treaty pricing and Asian relevant NatCat models.
- Enthusiastic and forward-looking mindset with a focus on continuous improvement
- Ability to work under pressure and meet tight deadlines.
- Excellent team player with the ability to communicate effectively.
- Good negotiation and communication skills to deal with business partners and internal stakeholders.
- Technical, analytical and result oriented mind.
- Strong sense of reliability and responsibility.
- Proficient and effective knowledge of MS-Office products, especially Excel.
- Language skills: Fluency in English, both written and spoken, on a business level is a must. The ability to communicate in relevant Asian languages, both written and spoken would be a distinct advantage.

If you are searching for an opportunity to support the profitable growth of our P/C business in the Asian region and would like a role where you can grow and assume increasing responsibilities, we are looking forward to your application.

Interested candidates are invited to send their application letter and CV to our Chief Financial & Operating Officer Gregor Schulte (gregor.schulte@echore.com).