

**Job Title – Market and Insight Manager****Job ID – 201****Division – Hyperion X****Location – London****Role Definition**

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Working with the Director and/or Associate Director of Market and Insight in the development and execution of the Group's high level insurer strategy and the co-ordination, management and development of strategic insurer and re-insurer relationship, to grow and retain profitable business, ensuring that budget/targets are met or exceeded. Additionally, responsible for ensuring that all compliance/regulatory, financial and development requirements are met.

**Key Responsibilities / Accountabilities**

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- Supports wider business strategy by contributing expertise and advice to the Director Market & Insight and Senior Management
- Supports the overall growth of new business through executing appropriate strategies; developing and maintaining insurer relationships
- Contributes to strategy development and prioritises operational deliverables
- Supports and maintains "Accelerator" and other such initiative as required
- Acts as a role model to drive a high performance work environment focused on agreed deliverables.
- Builds and maintains strong relationships with internal stakeholders (e.g. Regional Offices, Business Producers, Brokers, Legal Counsel, Compliance, Audit, Accounts, Claims and Administration) and external contacts (e.g. Clients, Professional Bodies, Regulators, Brokers, and Insurers) to ensure delivery meets expectations and is compliant
- Maintains close links across Hyperion, working with other teams to share information, and to identify risks and business opportunities
- Through networking, introduces business to other divisions, acting as a key contact in order to grow relationships
- Remains aware of the market e.g. competitors, potential changes/risks to ensure practices and outputs are of a sufficiently high standard and contribute to the identification of opportunities and business growth
- Develops an innovative approach to business, through being aware of new insurance products or new ways of insuring in order to spot potential opportunities and generate business growth
- Oversees the administrative processes, liaises with/responding to Operations as appropriate, to ensure workflows, processes and systems are compliant

**Skills and abilities needed to perform role**

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- Able to utilise the strengths of the team
- Able to spot opportunities – enterprising
- Broad vision – sees connections & big picture
- Customer focussed approach
- Strong inter-personal skills
- Consultative and collaborative
- Highly organised, with good planning/prioritisation/time management skills

- Is proactive
- Negotiation and influencing skills, able to sell
- Analytical and able to solve problems
- Able to work flexibly to achieve tight deadlines/targets
- Able to positively react to change
- Resilient and calm under pressure

### **Knowledge and Experience**

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- Understanding general principles of insurance
- Understanding legal principles of insurance (e.g. Law of Agency)
- Understanding of London market operations (Lloyds, IUA, LPSO, LPC etc)
- Awareness of the regulatory environment and requirements including e.g. FCA rules, data protection, money laundering, specific standards of insureds' professional bodies
- Specific Product area knowledge and in depth understanding of related wordings
- Experience of a high pressure, multi-task environment
- Broad Insurance experience

### **Professional Qualifications**

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- Educated to degree standard
- Qualified to CERT CII level or above or progression towards gaining professional qualifications is desired

*The company operate a stringent employee referencing and verification process when we on board new joiners (temporary or permanent), which means if you are offered a role with us we will ask you to make honest and open declarations about your past employment, qualifications, financial history and credit/debt history. It can mean that offers of employment may be withdrawn if information is found which is not satisfactory to us.*

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