



Regional Heads – West Africa / East Africa / Southern Africa / North Africa / Middle East

About the Client

Our client, a top 3 global provider of reinsurance and insurance services and one of the largest financial services group globally. While the company deals directly and works through brokers, its global client base consists of insurance companies, mid-to-large-sized corporations and public sector clients. From standard products to tailor-made coverage across all lines of business, it deploys its capital strength, expertise and innovation power to enable the risk taking upon which enterprise and progress in society depend.

In line with its expansion strategy into the Middle East and African market, our client has identified the need to recruit **Regional Heads** in each of the 5 sub-regions in the MEA cluster.

Corporate Title: Vice President

Reports to: Managing Director, Middle East & Africa

Role Profile

The responsibility of the Regional Heads is to enable and drive the profitable and sustainable growth of the reinsurance business within the sub-region. This is achieved by representing and overseeing all of the company's reinsurance products and solutions for the short-term (P&C) and long-term (L&H) insurance market, including innovative, non-traditional as well as structured solutions. S/he provides leadership, vision, purpose and structure to meet the clients' requirements with a commercial focus.

The position holder will be acting as key representative of the company in the sub-region for clients and external stakeholders such as media, policy makers, regulators or NGOs.

Specific responsibilities include but are not limited to the following:

- Represents the group in the markets, contributes to positioning the company as industry leader and preserves the group's reputation and brand in the region.
- Overall responsibility for the P&L of the L&H and P&C business in the sub-region.
- Enables and drives the origination and growth of reinsurance business.
- Expands the company's footprint in key markets, including relationship and network strengthening with public sector, financial institutions, regulators and key stakeholders in the industry and business community.
- Shapes, implements and owns sub-regional market and client strategy in alignment with all relevant stakeholders and the company's overall Middle East & Africa business



strategy; understands and leverages market trends and developments.

- Drives client and regulator engagement (and other stakeholder management).
- Ensures governance and compliance standards are met.
- Oversight of the company's operating platform in the region.
- Coordinating group topics and issues in region and facilitating conflict resolutions.

Qualifications

- University degree or equivalent (MBA preferred) with a strong business and financial acumen required
- Minimum of 7 years' relevant experience in the reinsurance, insurance and/or financial services industry with proven market knowledge and reputation
- Experience in high growth markets and knowledge of the market required
- Entrepreneurial and strategic thinker focused on delivering results
- Excellent sales, negotiating, influencing and presentation skills
- Experienced working in a cross-functional team and with people across different cultures
- Open-minded, trustworthy and enthusiastic
- Performs well under pressure and when facing ambiguity
- Proficiency in English, additional language is an advantage
- Flexible and willing to travel within the region and overseas

Functional Area - Client Management

Location

This position will initially be based either in South Africa (Cape Town) or Switzerland (Geneva). The expectation and long-term outlook is that the position holder will move to the sub-region.

Compensation

Our client offers an internationally competitive and attractive compensation, commensurate with experience.

Application

To apply, please visit our [website](#) and download and complete an application questionnaire on this [link](#) and send a copy of your updated resume with the completed questionnaire to hello@talentstoneafrica.com



** Referral fee applies for the introduction of a successful candidate for placement. Terms & conditions applies.