



## **Job Title: Regional Head of Reinsurance**

### **Location: Regional (East Africa)**

#### **Job Summary**

The Regional Head of Reinsurance is responsible for leading the development and implementation of reinsurance and underwriting strategies across the region to support sustainable and profitable business growth. This includes the optimization of reinsurance management frameworks, treaty negotiations, regulatory compliance, and support to Underwriting and Client Management teams. The incumbent will ensure robust reinsurance programs are in place, facilitate collaboration with internal stakeholders, and build strong external partnerships with reinsurers and brokers.

#### **Main Responsibilities**

- Develop and execute regional business strategies aligned with corporate objectives.
- Lead and support Underwriting and Client Management teams in acquiring profitable business across the region.
- Develop and implement optimal reinsurance strategies that enhance risk management and capital efficiency.
- Oversee reinsurance treaty negotiations and facultative placements.
- Monitor, analyze, and improve the cost-effectiveness of reinsurance arrangements in line with company risk appetite.
- Coordinate all reinsurance-related requests such as special acceptances, waivers, and fronting.
- Regularly assess facultative placement partners and recommend necessary changes.
- Ensure timely and accurate collection, clean-up, and presentation of reinsurance data to brokers and reinsurers.
- Ensure compliance with all regulatory requirements related to reinsurance across jurisdictions.
- Lead, manage, and motivate regional teams including Reinsurance Officers and Managers.
- Foster a high-performance culture aligned with corporate values and business goals.
- Promote cross-functional collaboration with Sales, Claims, Actuarial, and Finance teams.
- Support the finance team with financial processes, inquiries, and special projects as needed.
- Monitor and analyze underwriting and reinsurance data to identify trends, risks, and opportunities.
- Prepare and present detailed performance reports to the Head of Group Reinsurance.
- Communicate underwriting and reinsurance decisions clearly to internal and external stakeholders.
- Maintain strong relationships with brokers, reinsurers and other stakeholders

- Ensure exceptional customer service through prompt issue resolution related to reinsurance.
- Ensure full compliance with internal policies, regulatory requirements, and external audits.
- Contribute to process improvement initiatives and overall efficiency

### **Qualifications:**

- Bachelor's degree in insurance, Risk Management, Finance, or related field (master's preferred).
- ACII, CPCU, Law degree, Management degree or any other equivalent qualifications.
- Minimum 10 years of experience in underwriting and reinsurance, with at least 5 years in a senior leadership role within a regional context.
- Proven track record in managing reinsurance treaties, pricing, underwriting strategy, and stakeholder engagement.

### **Key Competencies:**

- Strong analytical and risk assessment skills.
- Strategic thinking and commercial acumen.
- Excellent leadership, communication, and negotiation skills.
- Strong stakeholder management and relationship-building capabilities.
- Sound understanding of reinsurance markets, underwriting principles, and regulatory frameworks.
- High attention to detail with the ability to manage complex data and make informed decisions.

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.