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Leader Placement

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Company: Marsh McLennan Companies

Location: Caracas

Category: other-general

Description:

Marsh McLennan is seeking suitable qualified and experienced candidates for the following position based in **Dominican Republic**

Placement Leader

The Placement Leader uses information about market practices, pricing and underwriting policies to match clients' insurance needs with appropriate carrier coverage. Coordinates with advisors and client executives to evaluate and select the best insurance carrier coverage quotes for clients. A Placement Leader is a recognized subject matter expert, making an impact has an influential individual contributor by managing large-scale strategic projects, coaching team members and solving complex problems.

What can you expect?

Join a tenured team of placement experts and noted industry leaders, known for their ability to deliver high-end, professional, and technically strong brokerage services to clients in Dominican Republic.

Use your risk expertise, combined with industry and carrier knowledge to develop multiline placement solutions.

Contribute to the execution of the strategic plan for Global Placement, building and leading a team to support the vision.

Define and implement the long-term business strategy at the market level in alignment with

global and regional strategy.

Provide direction and focus, holds staff accountable, and drives engagement through frequent communication and dialogue.

Lead key client engagements and large, complex clients and issues, directing the work of the team, developing strategic solutions that address client needs and issues.

Manage overall service delivery, clarifies and resolves unique and difficult issues related to client deliverables.

What is in it for you?

A company with a strong brand, with experience developing solutions for today's and tomorrow's toughest challenges.

An opportunity to work in a fast growing, innovative company with excellent career opportunities that is the world's leading professional services firm in risk, strategy and people.

A dynamic, collaborative and inclusive culture, where diversity is embraced – and you are celebrated and appreciated for who you are. At Marsh McLennan, we believe that diversity, equity, and inclusion power us to do what we do best: protect and promote possibility by helping colleagues and clients grow and communities thrive.

Leverage company's size and reputation to negotiate highly competitive rates and coverage options from carriers and vendors.

Support of a strong senior leadership team, at the forefront of new decisions, opportunity for developing this specialty segment.

We will count on you to:

Develop Dominican Republic's placement strategy and value proposition, driving additional placement revenue, building relationships with key carriers and managing the placement operations and governance across the market.

Drive client focused and commercial placement outcomes across the entire portfolio of Dominican Republic business. All activities to be aligned with the regional and global placement strategy to ensure a consistent approach and outcome where possible.

Manage insurer relationships whilst contributing to, and enhancing, a positive profile of Marsh within the market.

Contribute to the preparation, implementation and achievement of Global Placement sales plans and goals.

Using placement data, market knowledge and benchmarking information, identify gaps in the market, and trends and opportunities, and build solution oriented product offerings to support Sales and Retention

Talent Management & Development – this role will lead a team of brokers and placement professionals to high performance, high community involvement, and foster leading edge consulting and thought leadership.

What you need to have:

Bachelor's degree

Solid experience in Consulting (years) in Insurance or Reinsurance (Placement or Risk Consulting)

Personal and Commercial influence.

Solid & powerful negotiations skills.

Established network of management, underwriting, insurer and broker contacts.

Technical expertise across commercial insurance lines.

Proven leadership experience with focus on growing and developing team members to drive for outstanding results and create inclusive environment

Solid interpersonal, verbal and written communication skills.

Ability to multitask and successfully operate in a fast-paced work environment

Excellent written and oral communication skills both in English and Spanish.

What makes you stand out:

An in-depth knowledge of changing market conditions to contribute to the firm's body of knowledge within the Global Placement space.

Multinational, International, and complex placement experience.

Ability to present, and advise on, complex risk issues at the Executive level.

Sales capabilities, with a focus on retaining and converting clients.

Eligibility for internal candidates:

To be considered for the position, you must:

Have worked for Marsh McLennan companies for at least 12 months and have been in your current position for at least 12 months.

Have received a rating no lower than "On Track" on your most recent performance review and must not currently be on a performance improvement plan.

Meet the minimum requirements for the job and be able to perform the essential functions of the position, with or without reasonable accommodation.

Submit an application through Internal Career Site in Workday by the closing date:

**** Internal applications from other locations within LAC will be considered for the role, .**

(NYSE: MMC) is the world's leading professional services firm in the areas of risk, strategy and people. The Company's more than 85, colleagues advise clients in over countries. With annual revenue of \$23 billion, Marsh McLennan helps clients navigate an increasingly dynamic and complex environment through four market-leading businesses. data-driven risk advisory services and insurance solutions to commercial and consumer clients. develops advanced risk, reinsurance and capital strategies that help clients grow profitably and pursue emerging opportunities. delivers advice and technology-driven solutions that help organizations redefine the world of work, reshape retirement and investment outcomes, and unlock health and well being for a changing workforce. serves as a critical strategic, economic and brand advisor to private sector and governmental clients. For more information, visit , or follow us on and .

Marsh McLennan is committed to creating a diverse, inclusive and flexible work environment. We aim to attract and retain the best people and embrace diversity of age, background, disability, ethnic origin, family duties, gender orientation or expression, marital status, nationality, parental status, personal or social status, political affiliation, race, religion

and beliefs, sex/gender, sexual orientation or expression, skin color, or any other characteristic protected by applicable law.

Marsh McLennan is committed to hybrid work, which includes the flexibility of working remotely and the collaboration, connections and professional development benefits of working together in the office. All Marsh McLennan colleagues are expected to be in their local office or working onsite with clients at least three days per week. Office-based teams will identify at least one “anchor day” per week on which their full team will be together in person.

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