**Development Underwriter**

**The role**

My clients have an established reputation underwriting miscellaneous and traditional Professional Indemnity and have grown a substantial book of business to date.

The market is growing exponentially and they want to make the most of the opportunity by adding a specialist Underwriter with Professional Indemnity expertise to their London regional team.

You will responsible for driving the profitable growth of the London PI business at a time when they have ambitious growth plans.  You will join an established and high performing team underwriting larger and more complex PI business.

**What you’ll be doing:**

For this role we are looking for someone who has their finger on the pulse of the PI market with a particular specialism in miscellaneous and traditional PI.

* Working with the Regional team of underwriters, you’ll find, develop, and grow opportunities in the region
* Actively identifying opportunities to cross-sell and build the whole business.
* Generating a pipeline with your brokers and convert larger and more complex new business enquiries within your authority.
* Driving profitable underwriting and acquire new underwriting skills.
* Being recognised as an experienced underwriter within your region by your brokers
* Promoting PI in the London region, including training of brokers as required
* Underwriting larger, more complex cases consistently and profitably
* Developing close, effective relationships with brokers to develop new opportunities to contribute to the team new business target
* Increasing submission & conversion numbers through large client prospecting
* Keeping abreast of the competitive landscape from market moves to new product launches

person specification:

**must-haves**

* An excellent understanding of PI and underwriting larger more complex risks
* Excellent knowledge of the insurance market, industry, competitors, Brokers and factors that can affect the market including soft/hard markets
* Ideally Diploma CII qualified or exempt through relevant experience as defined by the FCA
* Coaches and mentors less experienced underwriters in underwriting and sales skills

***Diversity and flexible working***

*We care about our people. We hire the best people for the job and we’re committed to diversity and creating a truly inclusive culture, which we believe drives success. We also understand that working life doesn’t always have to be ‘nine to five’ and we support flexible working wherever we can. No promises, but please chat to our resourcing team about the flexibility we could offer for this role.*