



CFC UNDERWRITING

Job Title:	Media Underwriter
Employment type:	Full-Time Permanent
Reporting To:	Media Underwriting Team Leader - Worldwide
Working Hours:	9.30am – 5.30pm - Monday to Friday
Location:	85 Gracechurch Street, London EC3V 0AA
Salary:	£ Competitive
Bonus:	Discretionary Bonus Plan
Benefits:	25 days holiday, Private medical insurance, Life insurance scheme, Income protection scheme, Pension plan, Season ticket loan, Subsidised gym membership and Employee assistance programme.

About CFC:

We are the largest independent Managing General Agent (MGA) in the UK. Our focus is speciality lines, niche markets and emerging risks, and we have the largest cyber insurance underwriting team in London. CFC is backed by more than 30 Lloyd's syndicates and delivers insurance to over 60,000 businesses in more than 60 countries. We're privately held and growing faster than any of our competitors and the market.

Although insurance is a serious business, our culture isn't too corporate and we never take ourselves too seriously. We are 'one-team' and enjoy a culture of openness and encouragement. We invest heavily in the learning and development of our people and enjoy a fast paced working atmosphere that is friendly, supportive, and fun.

Role Definition:

Our global media team is at the forefront of media underwriting. We have one of the broadest and most diverse books of business in the industry, working to provide solutions for media and creative companies worldwide. You will consider media businesses insurance needs from a holistic perspective by writing multiple classes of insurance including Media Liability, Errors and Omissions, Cyber and Commercial Combined. You will cross sell and work with multiple specialist underwriting teams around the business in order to help build programmes for our clients. You will be involved in all aspects of underwriting including writing new business and ensuring renewals as well as developing long-term broker relationships. You will work to grow your technical underwriting and business development skills in order to become a trusted advisor and respected specialist underwriter within the Media and Creative industry.



Key Responsibilities & Accountabilities:

- Respond to and manage enquiries from brokers in a timely and professional manner, producing new and renewals quotations within agreed SLAs;
- Proactively develop and seek out new business opportunities, building strong broker relationships (both face to face and over phone) to create profitable media business;
- Explain the features, advantages and benefits of media products, coverage enhancements, support product launches and raise awareness of new and existing products;
- Deliver internal and external presentations on CFC products and key trends in media exposures;
- Research with a mind to develop subject matter expertise in media classes and investigate relevant legislation/regulation/compliance issues within our target markets;
- Provide guidance and support to junior members of the media underwriting team on technical queries;
- Support and contribute to team projects (e.g. enhancements to product offering, launch of new products, systems, policies and processes etc.);
- Contribute effectively to team performance standards and new business / renewal targets; and
- Travel to meet brokers and clients both in the UK and over time, internationally.

Skills & Abilities

- Articulate and influential - you're naturally comfortable presenting to small and large groups;
- You're highly analytical - applying logic and critical thinking to analyse complex risks;
- You have strong numeracy and communication skills (both verbal and written);
- You're confident and self-driven and enjoy working to deadlines and targets;
- Proficient in the use of MS Office (Excel, Word, PowerPoint and Outlook);
- Above all you're a team player!

Knowledge & Experience

- 3 - 5 years media / PI underwriting experience, with multi-class insurance exposure preferred;
- Strong understanding of media industry and sector
- Sound negotiation and presentation experience.

Education & Qualifications

- Degree level education;
- CII certification (ACII preferred)