

## **Vacancy – P&I Underwriter (Fixed Term Contract)**

The Shipowners' Club is a mutual insurance association based in the City of London. We offer Protection & Indemnity (P&I), Legal Costs Cover and associated insurances to smaller and specialist vessel owners, operators and charterers around the world. Building on over 160 years of experience, the Shipowners' Club provides tailor-made insurance packages for each operator according to their particular need.

We are now seeking an experienced Underwriter to join us on a temporary (12-month) basis in our Americas Syndicate. The successful candidate will be enthusiastic and a quick learner with a desire to develop their skills in a professional and supportive company. This is a great opportunity for someone to join an experienced team, furthering their knowledge within a syndicate that has more Latin American business than any other P&I provider worldwide. We are looking for candidates **that have relevant underwriting experience at a P&I Club or experience from a broking background**. The candidate should also have a working knowledge of the Latin American maritime market and demonstrate an ability to represent the Club and products in a broker and Member facing capacity. They must also have an ability to analyse contracts and understand the practicalities of knock for knock agreements.

If interested in this role, please send us your **CV and covering letter** outlining why you would be suitable for this position and your salary requirements to **recruitment@shipownersclub.com**

### **Overall Purpose of Role:**

To underwrite the Club's business providing a liability solution to cover the operational needs of the Members.

### **Primary Responsibilities of Role:**

1. To ensure the correct assessment of risk in accordance with the underwriting guidelines set out in the underwriting procedure manual.
2. To fully adhere to the Underwriting Procedures Manual and all processes therein.
3. To ensure that high levels of service to Members and brokers are achieved and maintained, including prompt and accurate issue of Members' documentation.
4. To develop and maintain relationships with Members and Brokers to ensure the retention and development of the portfolio for the mutual benefit of the Club.
5. To identify, attract and develop new business opportunities that are of mutual benefit to the Association.
6. To continually monitor and analyse the performance of business within the portfolio, highlighting and addressing areas of concern that require action.
7. Responsible for approving and ensuring the correct issuance of blue cards.
8. To share knowledge, information and experience across the Underwriting team.
9. To develop the skills and knowledge required for the effective performance of the role by participating in and actively contributing to training and development activities.
10. To ensure sanctions screening has been undertaken on Members, other named parties and all vessels, and any hits resolved, prior to binding cover or processing MTA's.

Experience Required:

- Good working understanding of Club Rules in general including the International Group and Pooling Agreements.
- An understanding of the types of tonnage and risks that the Shipowners Club covers.
- A working understanding of the Latin American maritime market.
- An ability to analyse contracts and understand the practicalities of knock for knock agreements.
- Good communication skills, both telephone and written.
- Good negotiation skills.
- Spanish language skills highly desirable.

**Candidates must be eligible to work in the UK.**

*Due to the large numbers of responses we receive, it is not possible to respond to every application. Therefore only short-listed candidates will be contacted for this particular role and if you haven't heard from us within 3 weeks please assume you have been unsuccessful on this occasion.*

**No Recruitment Agencies please.**