



Job Description

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Job Title

Senior Business Development Manager
— Reinsurance (with Underwriting
Experience)

Job Location

Dar es Salaam

Category

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Job Type

Full Time

Job level

Manager

Industry

Insurance

Open to Expatriates

Only Open to Tanzanian Nationals

Minimum Requirements

Min Budget

-

Max Budget

-

Primary Industry

Insurance: 10 Years

Secondary Industry

-

Primary Category

-

Secondary Category

-

Certificate

-

Qualification

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Summary

The manager will be responsible to originate, structure and place facultative and treaty reinsurance business, applying hands-on underwriting expertise to triage risks, prepare market-ready submissions, and negotiate optimal terms with reinsurers. The role is the senior production position in the company and mentors the business development team.

Responsibilities

1. Origination & Production

- Originate new facultative and treaty business from cedants in Tanzania and regional African markets; own an annual production target.
- Manage and grow an assigned portfolio of cedant relationships; lead renewal strategy and defend retention.
- Represent the company at industry events, cedant visits, and market meetings across the region.

2. Technical / Underwriting

- Apply underwriting judgement to triage inward risks: assess exposure, loss records, retention structures and pricing adequacy before approaching markets.
- Prepare high-quality submissions, slips, and placement documentation; ensure contract certainty and accurate risk data (including bordereaux quality).
- Negotiate terms, conditions and pricing with reinsurers; recommend optimal placement structures (proportional, XoL, layered programmes).
- Advise cedants on programme design, retention optimisation, and emerging-risk coverage solutions.

3. Leadership & Stewardship

- Coach and supervise Business Development Manager(s); review their submissions and market approaches.
- Monitor market security, capacity trends and pricing cycles; feed market intelligence into company strategy.
- Ensure post-placement discipline: timely endorsements, premium bookings, claims notifications and support to credit control.

Education & Qualifications

- 10+ years in reinsurance, including at least 4 years in an underwriting role at an insurer or reinsurer (facultative and/or treaty)
- Bachelor's degree; ACII (achieved or in advanced progress) or equivalent
- Fluent English; confident negotiator and presenter

Requirements

- Proven production track record in reinsurance broking or inward reinsurance business development
- Strong technical command of property, engineering, energy, liability and/or specialty lines
- Established relationships with cedants and reinsurers in African markets
- Experience in both broking and underwriting sides of the market
- Kiswahili and/or French (for francophone African markets)
- Familiarity with credit & surety and agriculture lines

Characteristics

- Underwriting judgement and analytical rigour
- Relationship building and consultative selling
- Negotiation and structuring creativity
- Mentoring and team leadership
- Self-starter with strong pipeline discipline

Reporting To

Chief Executive Officer (CEO)

Driving Licence

Not Required

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