



**Southern Cross Assurance Limited** is a licensed General Insurance Company. We are currently seeking qualified insurance professionals for the positions within our **Underwriting Department** to work alongside the Underwriting Manager and Team Leader, as part of a team of Underwriters in delivering efficient and effective underwriting service to our clients.

## Job Expectations & Key Responsibilities

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The **Southern Cross Assurance** Underwriter is a seasoned professional with exposure to a wide variety of Professional Liability risks. Under general direction, the **Underwriter** is responsible for the profitability, growth and retention of assigned book of business that is consistent with overall objectives of the company.

Marketing and underwriting responsibilities will be involved and typically include: Underwriting new and renewal business on complex accounts. As a representative of the company, market to and develop relationships with agents and brokers. Working with other business units within the company as appropriate to support company objectives and seek out opportunities for company's growth and development.

Effectively manages assigned agents/brokers by developing and maintaining relationships to write and retain accounts consistent with business unit needs. Frequently meets with agents/brokers and insureds in order to build and maintain strong business relationship.

With an increased level of independence, uses a consultative marketing, sales culture and successfully employ consultative selling approach to market products to agents and brokers. Identifies and captures new business opportunities and effectively cross sells market products. Develops agency business plan and frequently partners with Underwriting Manager to develop sales plan.

Fosters collaboration within the business unit and across the company. Seeks enterprise-wide solutions to business problems. Assists less experienced employees when appropriate. In addition to leading self, may coach other staff members. Participates in the training of less experienced underwriting officers. Develops others and takes initiative for personal development.

## Qualifications & Work Experience

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- 5 to 7 years of work Experience of Underwriting
- Qualification of ANZIIF Associate or higher & preferably a person with a University Degree
- Thorough knowledge of medical policy wordings and limitations.
- Ability to exercise sound judgement in risk selection
- Knowledgeable of industry changes, legal updates, and technical developments
- Excellent Computer Skills
- Enjoy working in a Team Based environment
- Strong communication skills both verbal and written
- Self-directed with high levels of personal accountability and responsibility
- Excellent reasoning, judgment and decision-making abilities.
- Strong analytical skills with high attention to detail.
- Excellent time-management skills and ability to work in a fast-paced environment involving multiple tasks ad priorities.
- Strong negotiation skills.

## Apply Now

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**Southern Cross Assurance Limited** provides genuine career opportunities with attractive salary and remuneration packages for the right candidate. The successful candidates must have relevant experience in the roles; seeking long term commitment, be proactive and have personal integrity. These positions are open to citizens only. If you have the skills, attitude and experience required for these positions, then submit your application to:

### **Human Resource**

**Southern Cross Assurance Limited**

**Level 6, Monian Tower,**

**PO Box 808, Port Moresby, NCD**

**Phone: 308 3400**

**Email: [info@scal.com.pg](mailto:info@scal.com.pg) or [jyaki@scal.com.pg](mailto:jyaki@scal.com.pg)**

Applications will not be accepted after COB **Monday 4<sup>th</sup> November 2024** Letter of interest should be accompanied with a detailed Curriculum Vitae containing relevant experience, copies of qualifications, and details of three contactable professional referees.