

EXPERIENCED • SKILLED • STRATEGIC

MANAGING DIRECTOR

ORGANIZATION

A group of insurance companies with international experience. The entity pertains to a regional group of insurance companies. With local and international shareholders. Currently, the company is on a journey to reach business excellence based on specialization of the insurance company, innovation, automatization, the optimal satisfaction of customers, and the loyalty of personnel. An important part of this process is establishing a strong customer-oriented approach and mindset, embedding an organizational culture in which every employee understands the added value of the services the organization provides and is proud to be a part of it. For this dient, Balance is currently looking for candidates for the position of Managing Director.

POSITION

The Managing Director designs and directs production strategies, ensures dissemination of services, development of new products and marketing of policies in all its branches. The Managing Director focusses on attracting new clients and brokers, as well as directing the technical unit and optimizing, contributing, and achieving the goals of programmed growth results. With an emphasis on portfolio persistence and in particular adequate loss ratio. The Managing Director

establishes the budget of the business portfolio with the purpose of maintaining and strengthening the corporate image of the company and its positioning in the insurance market on Curaçao. The Managing Director manages the day-to-day business of mainly the General Insurances.

PROFILE

The Managing Director is an experienced and skilled managing director who provides leadership and support, who is able to manage challenging situations and who can bring the insurance companies to new heights. The Managing Director convincingly balances between decisiveness and constructive consultation. A team player who is capable of transferring knowledge and expertise to the team, and lead and coach people to deliver results. A strong negotiator with strategic influencing skills. Develops strategies for the opening of new markets and unexplored business niches. Great capacity to socialize, interrelate, achieve empathy, and establish relationships with clients, brokers, insured, public entities to achieve agreements and negotiations important for the achievement of their objectives. With a master's degree, with more than 8 years of insurance experience. Fluency in English, Dutch, Papiamentu, and Spanish is required.

CREATE
IMPROVE
INSPIRE

HOW TO APPLY ?

To apply please submit your cover letter, resume, and two references including contact details no later than October 7 via our website: vacature.balancecaribbean.com

Extensive background checks and a psychological assessment will be part of the application procedure.

For more information about the position please visit our website: www.balancecaribbean.com

For questions, please feel free to contact Quirine Lisman via: lisman@balancecaribbean.com

Balance Recruitment is based in Curaçao and active throughout the Dutch Caribbean. We advise our clients in all matters of recruitment, HRM and strategy, organization and policy development, assessments and communication.

Contact Quirine Lisman (+5999) 736-0875

Visit our website for current vacancies:
www.balancecaribbean.com


Balance
RECRUITMENT