



Head of Technical (Insurance)

Delmege Insurance Brokers, the number one insurance broker in Sri Lanka, specializes in corporate general and life insurance. The company offers comprehensive risk management solutions. Their expert team customizes insurance portfolios, partnering with trusted insurers, while dedicated service teams provide ongoing support and efficient claim recovery. We are seeking a highly experienced Technical Head to oversee the technical aspects of our operations in the insurance industry. The ideal candidate should possess in-depth knowledge of underwriting and claims, excellent insurer trading experience, strong negotiation and analytical skills and proven ability to lead and inspire a team of technical professionals.

Key Responsibilities:

- Build and maintain strong relationships with partners while delivering exceptional services to corporate clients.
- Oversee the placement of large and complex commercial risks ensuring alignment with overall business goals.
- Ensure the accurate risk assessment and underwriting across various insurance products.
- Streamline technical operations and oversee technical audits to maintain quality, and compliance, and process efficiency.
- Lead, mentor, and train technical and claim teams.
- Negotiate terms, pricing, and conditions to benefit clients.
- Act as a key expert for resolving complex technical challenges or disputes with insurers.
- Utilize expertise in claims management to support business objectives.
- Develop and implement marketing strategies to promote new insurance products and suggest improvements to existing portfolios.
- Collaborate with clients to deliver risk management strategies tailored to their specific needs.
- Conduct portfolio reviews and gap analyses of insurance programs.
- Deliver presentation on product features, terms and claim processes to clients.
- Provide day-to-day support for trading teams including recommending markets, handling individual cases, and enhancing team capabilities.

Ideal Candidate Should Possess:

- Minimum 15 years of experience and extensive knowledge of the insurance industry, with a strong background in underwriting and claims.
- Full or part qualification at Chartered Insurance Institute UK or any other insurance/risk management related qualification.
- Proven leadership and team management skills.
- Excellent communication, negotiation, and problem-solving abilities.
- Strong analytical skills and attention to details.
- In depth understanding of claims management process and risk mitigation strategies.

An attractive remuneration package with perquisites awaits the right candidate.

Please send your CV with the names and addresses of two non-related referees to careers@delmege.com with the post applied marked clearly in the subject line to reach us within 10 days of this advertisement.

DELMEGE INSURANCE BROKERS (PVT) LTD,
No. 101, Vinayalankara Mawatha, Colombo 10.