

United Arab Emirates Jobs Expertini®

Client Executive - Power & Renewables

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Company: Marsh & McLennan Companies

Location: dubai

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Client Executive - Power & Renewables page is loaded Client Executive - Power & Renewables Apply remote type Hybrid locations Dubai - DIFC Gate Village time type Full time posted on Posted Yesterday job requisition id R_257755 Company: Marsh Description: Marsh is the world's leading insurance broker and risk adviser. With more than 45,000 colleagues operating in more than 130 countries, Marsh serves commercial and individual clients with data driven risk solutions and advisory services. Marsh is a business of Marsh McLennan (NYSE: MMC), the leading global professional services firm in the areas of risk, strategy and people. With annual revenue of over \$20 billion, Marsh McLennan helps clients navigate an increasingly dynamic and complex environment through four market-leading businesses: Marsh, Guy Carpenter, Mercer, and Oliver Wyman. For more information, visit marshmclennan.com, follow us on LinkedIn and Twitter. MARSH is seeking candidates for the following position based in the Dubai office: CLIENT EXECUTIVE – POWER & RENEWABLES What you can expect: We are hiring a Client Executive to manage and grow a portfolio of complex priority accounts. You will be responsible for ensuring client satisfaction, driving profitability, and expanding our range of products and services. If you have a strong track record in client relationship management and pursuing new business development, we want to hear from you. Join our team and make a significant impact on our clients' success and our company's growth acting as a trusted advisor. What you will be rewarded with: An international well-established company with a strong brand and strong results to match Attractive benefits coverage, outstanding learning and mentoring programs, and internal mobility opportunities Stable employment and hybrid working model We will rely on

you to: Successfully deliver insurance requirements for Power Assets, with a focus on Renewable Energy, throughout construction and operational phases. Engage proactively with project stakeholders, including clients, lenders, contractors, and advisory teams. Review project agreements and advise clients on appropriate levels of coverage based on market availability and stakeholder requirements. Develop insurance placement strategies in collaboration with the Chief Broking Officer for Power. Execute placement strategy and communicate with markets to address any queries. Respond to new business tenders and actively pursue new business opportunities. Coordinate with the Marsh regional and global network for cross-selling and collaboration. Provide ongoing servicing of project insurances, including policy extensions and variation orders. Ensure compliance with regulatory requirements. Conduct research to stay updated on industry trends and client needs. Lead or attend presentations for priority team accounts to enhance team capabilities. Identify expansion opportunities for personal and team accounts based on market trends and internal offerings.

What you need to have: University degree
Minimum of 2 years' experience involving management of client relationships
Interest in the Energy Transition
Good communication skills with the ability to build good rapport and convey written & verbal messages effectively to various audiences
You will stand out if:
You have some understanding of the energy and power business (technical knowledge)
You have previous experience working in the insurance industry
Driven and self-motivated to work independently, seek out and act on opportunities as well as take on increased responsibilities

Marsh is the world's leading insurance broker and risk adviser. With more than 45,000 colleagues operating in more than 130 countries, Marsh serves commercial and individual clients with data driven risk solutions and advisory services. Marsh is a business of Marsh McLennan (NYSE: MMC), the leading global professional services firm in the areas of risk, strategy and people. With annual revenue of over \$20 billion, Marsh McLennan helps clients navigate an increasingly dynamic and complex environment through four market-leading businesses: Marsh, Guy Carpenter, Mercer, and Oliver Wyman. For more information, visit marshmclennan.com, follow us on LinkedIn and Twitter. Marsh McLennan is committed to embracing a diverse, inclusive and flexible work environment. We aim to attract and retain the best people and embrace diversity of age background, civil partnership status, disability, ethnic origin, family duties, gender orientation or expression, gender reassignment, marital status, nationality, parental status, personal or social status, political affiliation, race, religion and beliefs, sex/gender, sexual orientation or expression, skin color, or any other characteristic protected by applicable law.

We are an equal opportunities employer. We are committed to providing reasonable adjustments in accordance with applicable law to any candidate with a disability to allow them to fully participate in the recruitment process. If you have a disability that may require reasonable adjustments, please contact us at TAUK@mmc.com. Marsh McLennan is committed to hybrid work, which includes the flexibility of working remotely and the collaboration, connections and professional development benefits of working together in the office. All Marsh McLennan colleagues are expected to be in their local based teams will identify at least one “anchor day” per week on which their full team will be together in person. office or working onsite with clients at least three days per week. Office-based teams will identify at least one “anchor day” per week on which their full team will be together in person.

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