

## Senior Commercial Underwriter

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Company: Euler Hermes UAE - Dubai

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

### What you do

Take responsibility for the proper implementation of the Commercial Underwriting rules on BU level Detail checklist for structuring of complex contractual agreements with customers Specify guidelines for development and/or adjustment of new products from underwriting perspective

Facilitate business development by providing sales force with solutions in frame of Commercial Underwriting rules Drive long-term quality and profitability of portfolio Approve terms and conditions of adjusted or new products

Govern all underwriting activity on regional and BU level Review and actively monitor policies underwritten by sales Take responsibility for training of sales force on the strict implementation of underwriting standards

Engage personally in the management of top accounts

Ensure consolidation of monthly commercial reporting

Overlook internal controls

Your challenge Refine and enhance existing underwriting standards continuously Ensure long-term profitability and quality of customer portfolio

Key requirements/What you bring

Market knowledge: In-depth know-how in BU market specifics

Business expertise: Expert knowledge in structuring of complex contractual details Expert project management skills

Interpersonal skills: Ability to interact with all levels of the organization Ability to convince customers in negotiations

Internal leadership behavior: Build and motivate local teams Attract, train and retain high potential employees

External leadership behavior: Act as a trusted advisor for customers and partners Represent company to all external stakeholders

Preferred Ability to balance commercial interests and strict standards regarding quality of portfolio when structuring terms and conditions of complex deals

Caring for our employees, their ambitions, dreams and challenges, is what makes us a unique employer. Together we can build an environment where everyone feels empowered and has the confidence to explore, to grow and to shape a better future for our customers and the world around us.

We at Allianz believe in a diverse and inclusive workforce and are proud to be an equal opportunity employer. We encourage you to bring your whole self to work, no matter where you are from, what you look like, who you love or what you believe in.

We therefore welcome applications regardless of ethnicity or cultural background, age, gender, nationality, religion, disability or sexual orientation.

Join us. **Let's care for tomorrow.**

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