



Compre Group

Job Profile

JOB TITLE	Business Generation Senior Associate
REPORTING TO:	Senior M&A Manager
DIRECT REPORTS:	None
DATE:	February 2020

High Level Description of Role:

Primarily acting as a key point person co-ordinating the delivery of the different workstreams and performing due diligence on certain areas as we look to execute potential transaction opportunities.

Responsible for feeding into weekly deal tracking sheet and engaging in Exec discussion for opportunities that responsible for. Keeping abreast of all key legacy market activities. Also, potential supporting origination role in relevant markets e.g. UK (including Lloyd's), North America, Germany, Italy and France and Benelux depending on experience / language skills.

Primary Activities:

- Co-ordinating the delivery of different workstreams as we look to execute on potential transaction opportunities. As part of this responsible for preparing plans, workstream interaction, liaising with external advisors and updating senior members of the M&A team on transaction progress.
- Supporting and leading sections of the evaluation, due diligence and execution process of run-off acquisitions from NDA through to completion. This may include the commercial and technical due diligence, documenting the due diligence evaluation, managing the legal documentation and working with the internal integration team to ensure a smooth handover process.
- Keeping abreast of all key legacy market activities. This would be via reading relevant articles on a regular basis and attending market events / seminars and other more ad hoc interactions with people within the legacy market.
- Playing a supporting role in origination in different markets such as the UK (including Lloyd's), North America, Germany, Italy and France depending on experience and language skills. This includes ensuring CRM is updated. It may also include attending meetings and conferences with market participants as appropriate.
- Other ad-hocs tasks as required by the Business Generation team. These may include those with an origination focus e.g. updating pitch-book and external website. It may also include targeted or market-wide research.

Skills & Knowledge

The position requires working knowledge of the following:

- The legacy, insurance or reinsurance sector.
- Interest in and ability to research companies and markets.
- Financial knowledge and understanding of P&L and Balance Sheets.
- Due diligence requirements to assess a portfolio or company
- Ability to present findings on deals to Exec level audiences.
- Fluent in English. Other European language skills preferred but not pre-requisite.
- Ideally an existing level of relationships within the European run-off markets.

Qualifications

The holder will likely be educated to university degree level but not a pre-requisite.

Experience

The holder will:

- Have worked within the insurance industry or within a financial-services focussed deal-role for at least 4 years. Insurance industry experience preferred, ideally in the legacy market.
- Have a good working knowledge of the legacy and wider (re)insurance industries.
- Have a sound experience in daily business development activities.
- Have strong project management skills and the ability to prioritise tasks.
- Be computer literate, Office Suite.
- Be analytical and financially literate.
- Be comfortable in new environments and meeting new people in a business context.
- Be capable of working in a structured manner with different systems e.g. CRM
- Be confident and competent enough to work independently or as part of a team.
- Be able to communicate succinctly in oral and written form.

If you are interested, please send your CV and covering letter to chirag.shah@compre-group.com