



## JOB OPPORTUNITY!

Pantaenius Yacht Insurance is an international yacht insurance specialist, with offices located across Europe, Australia and United States. Pantaenius provides market leading coverage and claims handling expertise to over 100,000 clients worldwide. Pantaenius offers yacht insurance solutions to private and pleasure craft of all sizes, from trailer-sailers to mega-yachts. Pantaenius UK is a Coverholder at Lloyd's and a Lloyd's Broker, and therefore able to flexibly place risks into the Lloyd's market as well as with major European insurers. The Pantaenius UK Office is based in Plymouth, with a satellite office in London that principally deals with Lloyd's Broker superyacht business. Pantaenius UK is seeking a full-time:

### NEW BUSINESS EXECUTIVE

#### Your Tasks

- Generate new business leads in accordance with the Business Strategy and as agreed with the New Business Manager.
- Effectively capturing customer requirements, you will prepare and issue quotations in line with underwriting guidelines and under the direction of the New Business Manager and Senior Underwriters.
- Provide expert advice to prospective customers about our insurance products to ensure the product appropriately meets their needs.
- Develop and maintain contacts across the marine industry, engaging with yacht brokers, yacht managers/agents and yacht Captains and crew. It is expected you will have an established network of contacts across the industry from previous roles, either at sea or ashore.
- Attend boat shows and other events, both in the UK and abroad, with the occasional requirement to travel or work across weekends or out of hours.
- Contribute to boat show set up and breakdown, as required by the New Business Team.
- It is expected you will travel regularly with this role, and you will become a trusted ambassador for Pantaenius.

#### Your Skills and Experience

- If you do not already hold these, you will be expected to complete Chartered Insurance Institute qualifications as you progress within the role.
- You will have a knowledge of yachts and their operations, ideally having had exposure to both motor and sail yachts. This might have been as crew, or in a shore-based management role.
- You have experience of working in a customer services or business development role.
- Your written work and numeracy should be of a high standard.
- You are experienced and competent with MS Office IT applications and database applications.
- You are a team-player and outgoing.
- You hold a UK or EU driving licence and will be able to drive company vehicles when required.
- You ideally have previous experience of insurance, financial services or another regulated industry.

Job Location: Plymouth (there may be some flexibility to operate from the Pantaenius London Office, with regular travel weekly to Plymouth)  
Salary: Negotiable (D.O.E)  
How to apply: Please submit your CV and covering letter to [vacancies@pantaenius.co.uk](mailto:vacancies@pantaenius.co.uk)