



# WE'RE HIRING!



Competitive pay, great benefits,  
vibrant workplace.

## POSITION

Head of Strategic Market  
Development, EMEA

## COMPANY OVERVIEW

Klapton Reinsurance Limited is a leading reinsurance company committed to delivering innovative risk solutions and exceptional service to our clients. We are embarking on a transformative journey to redefine how Africa underwrites the world, and we are looking for a dynamic and strategic leader to join us as the Head of Market Development.

## POSITION OVERVIEW

The Head of Market Development will play a crucial role in driving Klapton Re's growth and strategic market presence. This role is integral to our Klapton Re-Ignited initiative, which aims to optimize client engagement and implement the SMART concept—Solution-Oriented, Motivated, Adaptive, Resilient, and Technologically Savvy. The successful candidate will be responsible for developing and executing a comprehensive go-to-market strategy, fostering strong client and broker relationships, and ensuring that our business operations align with our strategic objectives.





# KlaptionRe



## 1. Strategic Market Development

- Develop and implement a comprehensive go-to-market strategy that aligns with Klaption Re's vision and strategic goals.
- Identify and pursue new market opportunities, ensuring a robust pipeline of potential clients and partnerships.
- Leverage advanced tools and data analytics to inform market development strategies and optimize decision-making.

## 2. Client and Broker Engagement

- Foster strong, long-term relationships with key clients and brokers, ensuring exceptional service and support.
- Implement a multi-level engagement strategy, ensuring management engages with clients and brokers at various levels to enhance relationship depth and resilience.
- Oversee the development of a formal client and broker relationship management framework, including the implementation of a CRM system.

## 3. Team Leadership and Coordination

- Lead and mentor a team of senior underwriters and regional heads, decentralizing strategic relationship management and distributing responsibilities effectively.
- Enhance oversight and coordination of regional hubs, appointing regional coordinators to oversee local offices and ensure alignment with global strategies.
- Define clear roles and responsibilities for underwriters and regional managers, ensuring accountability for client and broker engagement.

## 4. Internal Communication and Knowledge Sharing

- Foster a culture of internal communication and knowledge sharing to mitigate the risk of losing institutional knowledge.
- Ensure regular updates, briefings, and cross-functional meetings to keep all team members informed and engaged.
- Invest in the continuous training and development of underwriters and relationship managers, equipping them with the skills needed for effective client and broker engagement.

## 5. Governance and Compliance

- Ensure all market development activities comply with internal policies and regulatory requirements.
- Collaborate with the Risk, Compliance, and Governance teams to maintain robust governance and oversight of all business written on Klaption Re paper.





# KlaptionRe



## Qualifications

**Education:** Bachelor's degree in Business Administration, Marketing, Finance, or a related field. An advanced degree or relevant professional certifications are preferred.

**Experience:** Minimum of 10 years of experience in market development, client relationship management, or strategic business development within the reinsurance or financial services industry.

## Skills

- Strong strategic thinking and analytical skills, with the ability to develop and execute comprehensive market strategies.
- Exceptional leadership and team management abilities, with experience leading diverse and geographically dispersed teams.
- Excellent communication and interpersonal skills, with a proven track record of building and maintaining strong client and broker relationships.
- Deep understanding of reinsurance markets, products, and regulatory environments.
- Proficiency in using CRM systems and advanced data analytics tools to inform decision-making and optimize client engagement.

## Why Join Klaption Re?

**Impact:** Play a pivotal role in transforming our market development strategy and redefining how Africa underwrites the world.

**Growth:** Opportunities for professional development and career advancement within a dynamic and growing company.

**Innovation:** Be part of a forward-thinking organization that values innovation, excellence, and strategic foresight.

If you are a strategic leader with a passion for market development and a commitment to delivering exceptional client service, we invite you to apply for the Head of Market Development position at Klaption Reinsurance Limited. Join us in shaping the future of reinsurance and driving sustainable growth.



Contact us  
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