

● Business Management - Brokers

Context of change and impact on job tasks

With changes in insurance products as a result of increased sustainability-liability product demand, stemming from sustainability-risks such as increased frequency in climate disasters, this job role holder, as an intermediary, will need to adapt their sales strategies and go-to-market approach to grow customer base and product portfolios.

To provide sustainability-liability coverage, this job role holder will need to be aware of changes in the insurance industry, and determine new channels for sales growth for these products. Furthermore, understanding of sustainability- liability products will be key in assisting in driving and formulating business growth and sales strategies and remain competitive in the insurance market.

This job role holder will also need to be able to use their knowledge of sustainability-liability products to collaborate with underwriters to meet customer demand, expand partnership networks and manage a diverse portfolio range of accounts.

This job role holder will need to keep up-to-date with changes in updated/new sustainability-liability insurance products, and understand market demand in order to identify relevant business opportunities for the organisation.

Time horizon of impact: Within the next three years

Impact on key job tasks

● High augmentation ● Moderate augmentation ● Low augmentation

Critical work function	Additional key job task	Impact on job task
Define business strategies	<ul style="list-style-type: none"> Have an understanding of sustainability-liability products and services offerings in the market and how to make organisation offerings more competitive Understand and develop strategies to approach and conduct sales for sustainability-liability opportunities and products Collaborate with underwriters to support and drive sales strategies for sustainability-liability products 	●
Identify business opportunities	<ul style="list-style-type: none"> Understand customers' sustainability-liability needs and sustainability-liability product offerings to adequately target and match customer profiles and needs Analyse changes as a result of demand for sustainability-liability products, and provide recommendations on business growth and sales strategies accordingly 	●
Grow client base and maintain relationships	<ul style="list-style-type: none"> Maintain detailed knowledge of current market condition's and competitors' products due to increased demand for sustainability-liability products and services to remain competitive and accessible in the insurance market Manage a diverse portfolio range of accounts, including sustainability-liability portfolios as demand for these products increases Understand sustainability-liability products in order to collaborate with underwriters for increased sustainability-liability product demand 	●

SF TSCs needed

• Climate Change Management	L3	L4	L5
• Non-Financial Industry Sustainability Developments	L3	L4	L5
• Sustainable Insurance and Re-Insurance Solutions and Applications	L3	L4	L5
• Sustainability Risk Management	L3	L4	L5