

Chief Business Development Officer

Legal & General Resources Bermuda Ltd. is a Bermuda-based specialist life reinsurer providing life reinsurance solutions to clients in the UK, Europe, the US, and Canada. As Chief Business Development Officer (“CBDO”), you will be accountable for the development and execution of the new business strategy, including the delivery of the business plan across selected target markets — while setting the tone for how we work: with ownership, integrity, purpose and strong collaboration.

The CBDO role is pivotal to sustaining momentum in our international strategy and ensuring the business continues to deliver profitable growth, balancing commercial outcomes with disciplined pricing and strong team leadership.

Key Duties & Responsibilities:

- Lead all commercial engagements, including development and negotiation of solutions and structures across all markets.
- A robust understanding of market dynamics and pricing to develop and recommend appropriate bid strategies to the CEO and Board.
- Own and maintain positive relationships with clients, prospects, retrocessionaires, stakeholders and partners to maximise development opportunities and commercial outcomes.
- Building and maintaining strong relationships with L&G Group divisions to ensure early participation and appropriate support in solutions that fit with our strategy, target market and profitability criteria.
- Ensure marketing and promotional activity is delivered to the highest professional standards and aligned with operating guidelines and customer experience expectations.
- Monitor ongoing profitability of business and recommend solutions where service, performance or profitability is not meeting expectations.
- Lead the New Business team, including planning and management of resources and ensuring effective use of insourced/outsourced/automated resources for maximum efficiency.
- Provide executive oversight of the pricing function, deal financials and transaction structuring.
- Identify, gain approval for, and deliver entry into commercially attractive and diversifying markets, extending the business beyond its current activity where it aligns to strategy.
- Provide leadership as part of the senior management team, contributing to strategic direction, management and business planning for L&G Re.
- Report to the CEO and relevant committees/boards on new business strategy, pipeline, framework and controls; produce clear written and verbal communication to support decision-making.
- Support growth objectives through business development activity in partnership with the CEO, helping to grow internationally while continuing to build on the Canadian business.

Skills and Experience Required:

- Fully qualified Actuary.
- Minimum 12 years’ relevant industry experience, including at least 2 years in a recent senior executive/leadership role in life (re)insurance, or related field.
- Strong commercial awareness and understanding of the business, economic, market and regulatory environment relevant to L&G Re.
- Robust experience in pricing annuity business and structuring transactions, with the confidence to oversee pricing and commercial outcomes end-to-end.
- Proven track record working in asset-intensive business (including PRT focus).
- Strong relationship management with external clients, executives/boards and senior stakeholders in a global organisation, with the judgement to balance risk, opportunity and delivery.
- Strong market relationships and a well-established global network of senior actuaries and consultants within the insurance sector are desirable.
- Demonstrated people leadership capability, including maintaining engagement and actively supporting and enriching company culture.
- Ability to operate effectively in a fast-paced environment, applying pragmatism, influence and change/project management skills to achieve business aims.

To apply, please send your résumé to bdajobs@expertisegroup.com. All applications are handled confidentially and in accordance with Expertise’s Privacy Policy, which is available on our website.

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