



Hi, I'm Daniel.

PLACEMENT SOLUTIONS GROUP, LONDON

MY BACKGROUND AND ASPIRATIONS

I graduated from the University of Bath with a Bachelor of Science degree in Economics. I moved to London after earning a position in the Guy Carpenter Graduate programme, which gave me the chance to gain experience working in different teams throughout the business. My role affords me the opportunity to work on a wide variety of accounts, within different regions, and I hope to gain even more responsibility and take on leadership opportunities in the future to help our business grow.

WHY I CHOSE A CAREER IN (RE)INSURANCE

A lot of people say that they “just fell into” (re)insurance, and I’m no exception, however reinsurance first appeared as a viable career opportunity while I was interning at a local UK insurance broker. A former colleague had spent time as a London market marine broker, and often regaled me over lunch (some things never change) with old stories from his time there. These stories stuck and when approached by a recruiter while at university, I decided to apply to Guy Carpenter. Unfortunately I have lost touch with said former colleague -- it would be interesting now to compare notes on our respective experiences of the London market.

MY ROLE DESCRIPTION

I work within a team called the ‘Placement Solutions Group’ (PSG) and we are involved with property & casualty treaty placements across Europe. Within this team I have had the chance to work with a variety of different clients, servicing the accounts throughout the year, but also tapping into local specialists to work on unique client projects such as cat bond issuances, GC ReBid® usage, Solvency II solutions, and captive reinsurance setups.

WHAT HAS SURPRISED ME THE MOST

What has surprised me the most is that I think this is one of the most social, dynamic, fun and relevant industries in the world. As a result the industry seems to be able to find a home for people from different backgrounds and experiences with the variety of roles available (broker, actuary, catastrophe modeller, capital advisor, M&A specialist, claims handler). I was also surprised to learn how important relationships are in this industry, especially in the London market where the majority of business is still conducted face to face.