

Hi, I'm Elena

Broking, London



MY ROLE AT GUY CARPENTER

I moved to London in 2006. I had a reasonably good knowledge of the Russian insurance market, but during my 11 years on the Guy Carpenter Russian desk I have gained significant experience winning and servicing business in one of the world's most challenging emerging markets. I work on XL and proportional treaty placements, tailoring reinsurance programs, pricing, benchmarking, and helping clients understand and use their treaty protection. And, of course, my prime task is to win new business for Guy Carpenter.

WHY I CHOSE A CAREER IN (RE)INSURANCE

I wanted to join the young Russian insurance industry when I graduated. I had good English language skills, and as the major part of reinsurance protection was bought abroad at the time (and still is), it made perfect sense to join the reinsurance department of an insurance company. I love to communicate with people (which is the most enjoyable part of my job), to tackle difficult situations, to find new ways of doing ordinary tasks, to build relationships and to sell products that help clients protect and grow their business – so a career in reinsurance suits me perfectly. Since joining Guy Carpenter, I've discovered the excitement of working in a dynamic market environment where buyers and sellers meet and where the intermediary is a key advisor to clients.

WHAT HAS SURPRISED ME THE MOST

I was surprised by the number of brokers and underwriters at the City pubs on a sunny day, the number of people working in the "square mile," the time it takes to queue at the box of an underwriter in Lloyds to put a line down on a slip. But I was also astonished by the warm welcome from my team, the things I learned from colleagues and peers, the willingness to share valuable knowledge and generate new ideas in the constantly changing reinsurance environment, the way long-established Lloyds of London and state-of-the-art modern reinsurance companies can survive in the common marketplace, and how the reinsurance industry in traditional London selects and welcomes the best talents from different countries and cultures.

#CareerTrifecta, #InsuranceCareersMonth

MY BACKGROUND

I graduated from the State University of Management in Moscow, with a degree in Social Sector Management (Pension Funds and Insurance). My university was one of the first to introduce formal studies of insurance in Russia, where the insurance market is still in its early years. I was fortunate to win the sponsorship of the Bureau of Educational and Cultural Affairs of the United States, while a university student, and spent a year studying business administration at Fran'vcis Marion University in Florence, South Carolina. Before Guy Carpenter, I worked in the reinsurance departments of two major insurance companies in Moscow.