

# Hi. I'm Enrique.

ASSOCIATE BROKER, LIMA

## ALL ABOUT ME

I was born in Lima, Peru but I lived most of my life in Cajamarca (Peruvian Andes) due to my father's work. I am the oldest of three siblings and we have a fantastic family relationship. When I was 17 my dad was offered a very good job in Ghana (Africa) so we all went there, and it is one of the best experiences I have ever had. When I finished high school, with honors, I went to the University of British Columbia in Vancouver to study medicine, but later realized that it was not my calling and I came back to Peru to study international business.

## MY ROLE ASPIRATIONS

I am a reinsurance broker. I help senior brokers with the accounts we work on, preparing materials to evaluate our progress and for strategic purposes. I am also very focused on getting new accounts on my own and building strong relationships with our clients. I aspire to grow as a broker and personally in this company, which is why I am starting a social responsibility program in GC Peru. Professionally, I am working towards adding responsibility during 2016.

## WHY I CHOSE (RE)INSURANCE

It is funny because I did not choose reinsurance as a career, it kind of chose me. I was looking to fulfill a university requirement to graduate – a three-month internship at any company in Lima. I was very lucky to run into the person who has taught me most of what I know about reinsurance and to whom I am very grateful. She offered me an internship and those three months have now turned into four and a half years. I really like working here at Guy Carpenter and truly enjoy all the commercial knowledge and experience one can gain in this industry.

## WHAT SURPRISED ME MOST?

What surprised me most was "reinsurance," as simple as that. I never knew that reinsurance existed or that it is such a big part of the insurance industry. After learning what reinsurance is, I was surprised by the many lines of business and products that one can offer to clients. I believe that everything can be insured -- you just need to get creative enough and find or create the means to do it.

