



Hi, I'm Stefan.

TREATY BROKER, TORONTO

MY BACKGROUND AND ASPIRATIONS

My undergraduate degree is an honors specialization in actuarial science, and I also have an MBA. I strongly believe skillful change management is necessary to guide organizations in times of transition. I would like to someday lead our efforts in reinventing the way we approach our work – improve our processes and find competitive advantages with newly developed competencies while providing more value to shareholders.

WHY I CHOSE A CAREER IN (RE)INSURANCE

Although my educational background inevitably lead me to a career involving numbers, I actually knew very little about reinsurance when I started. Initially, I had ambitions to work in our analytics department, but an opportunity in broking presented itself and a new world on the business side of things opened up to me.

Broking at Guy Carpenter allows me to be a well-rounded individual. I still get to dive into the numbers, but I also enjoy the face time that enables me to grow relationships with clients, prospects and markets to produce new business. As a result of the chances I've had to travel, I've met some of the most talented people in the industry.

MY ROLE DESCRIPTION

I provide critical financial intermediary services to the property, casualty and agricultural industries. I am directly responsible for producing new business and supporting the placement of several complex reinsurance programs. As part of a dynamic team, I actively contribute to and present in both new business and retention opportunities, involving some of Guy Carpenter's largest accounts.

WHAT HAS SURPRISED ME THE MOST

There are few careers that allow newer colleagues to be almost instantly connected to the C-suite of their clients. This alone has provided me with tremendous intellectual networking potential, which has definitely made me appreciate my time at Guy Carpenter.

It's not so much a surprise, but I am pleased with how many things Guy Carpenter is already doing right. With the industry evolving at such a rapid pace, it is very encouraging to see the organization moving in the right direction.