

Hi, I'm Manoela

Broking, São Paulo



MY ROLE AT GUY CARPENTER

I am responsible for negotiating facultative business for insurance and reinsurance companies in the Brazilian market, for all lines of business. My focus is providing efficient solutions to our clients, mitigating their risks and helping them make strategic decisions to achieve better results and a bigger market share.

WHY I CHOSE A CAREER IN (RE)INSURANCE

When I first started working as a broker, Brazil had just gone through the opening of our market and I did not know anything about insurance or reinsurance. I was looking for a new path to pursue my career internationally when I learned of the opportunity to join a treaty team at another broker. Learning the basics of a new profession was a challenge which I accepted with passion. I joined Guy Carpenter in 2014, and the dynamics of the facultative market have captivated me. The chance to analyze all kinds of risks and develop creative solutions for our clients is what keeps me motivated. The Brazilian market is developing each day and I am very grateful to be part of it.

WHAT HAS SURPRISED ME THE MOST

When I first started at Guy Carpenter, I had a few years experience in the insurance market, but not in facultative. It is a pleasant surprise that you can always develop and learn something new. We can always find a new solution to problems, and Guy Carpenter has all the tools and expertise to help us improve our skills. Our market constantly challenges us to be as creative and innovative as possible. That is what motivates me and keeps me focused on continual development.

MY BACKGROUND

I graduated in International Relations from Unesp (São Paulo State) University in 2008. My first years out of school were spent in financial market institutions, where I learned how important it is to provide fast and efficient solutions to clients to keep them satisfied. Working at Guy Carpenter, I enjoy learning more each day and improving my commercial and technical skills through collaboration with our experts. My personal aspiration is to work abroad and learn from professional experience in other countries.

#CareerTrifecta, #InsuranceCareersMonth