Hi, I’m Sean
Reinsurance Broker, Morristown, NJ

MY ROLE AT GUY CARPENTER
I work within the Treaty Broking team in the Morristown, NJ Office. Our team’s efforts are to build relationships with our clients by providing solutions and value. Broking expertise, delivering powerful strategic advisory services, and industry-leading analytics create a focused approach. In addition, it is important that we build relationships with reinsurers to ensure that the appropriate attention and capacity is available for client’s reinsurance needs.

WHY I CHOSE A CAREER IN (RE)INSURANCE
I was introduced to reinsurance through a phone conversation I had while networking. After interviewing at Guy Carpenter, I realized that there is a special culture and passion that I did not feel in prior interviews. Also, I have always been fascinated with markets, underlying issues, trends and influences that drive that markets. The (re)insurance market is unlike any other market that I studied due to the influence of relationships and people. It is this combined with analyzing data trends within the marketplace that made me choose reinsurance. Whether it be a complex or simple problem requiring a complex or simple solution, I have always been intrigued to finding that answer by digging down to the roots of fundamental concepts.

WHAT HAS SURPRISED ME THE MOST
I am always surprised by the comprehensive aspect of the industry as a whole. I feel that is it monumental task to bring people together within an organization to move towards a singular goal, which Guy Carpenter does so well. As I become more involved, and gain a better understanding of the global market, I am surprised that there is a cohesive goal within the global reinsurance marketplace to ensure the it remains balanced and sustainable into the future. This can only be achieved through open conversations with clients, brokers and reinsurers to assure that trends and positions are understood. If there is one break in the chain, reinsurance solutions and the longevity of the market would be in question. This balance is only achieved through bringing people from all aspects of the global together to drive towards a singular goal through effective collaboration and teamwork.

#CareerTrifecta, #InsuranceCareersMonth

MY BACKGROUND
Before I started my career as a Reinsurance Broker, I studied Business and Finance at Susquehanna University (2017), while playing on the football team. My values have always emanated from family, friends and team. I feel that it is vital to take accountability seriously and this value influences my aspirations. To me, accountability is when family, friends and teammates can rely on you to accomplish goals in various situations throughout my life and career.