Hi, I’m Warren  
Treaty Broker, Toronto

MY ROLE AT GUY CARPENTER
I joined Guy Carpenter in September 2019 as a Treaty Broker in our Toronto office. I work with several large P&C carriers and with one agricultural writer. My role is mainly to provide support to the senior brokers in the placement process which can include anything from drafting renewal narratives, creating exhibits, storyboarding & drafting presentations, to undertaking quantitative analysis.

WHY I CHOSE A CAREER IN (RE)INSURANCE
After completing my MBA, I chose to return to the reinsurance industry specifically as I felt it would be more aligned with the technical and strategic challenges which I enjoy. I quickly learned that because the industry is very niche, you are exposed to much more, and at a quicker pace, than you would be in most other areas of the industry. I also enjoy the exposure that you get to senior executives and thought leaders both internally and on the client side.

WHAT HAS SURPRISED ME THE MOST
What has surprised me the most about reinsurance is the amount of technical analysis that is involved in each placement. Working with our catastrophe modelers and actuaries has allowed me to gain a better view of values at risk and pricing methodologies. Oftentimes on the primary side, discussions on pricing are more qualitative or superficial in nature whereas in reinsurance, we have the capabilities in house to guide pricing & purchasing discussions between our clients and the reinsurance market.

#CareerTrifecta, #InsuranceCareersMonth

MY BACKGROUND
I joined Marsh in 2013 as a broker in their risk management practice, placing insurance for some of Canada’s largest companies. I left after a few years to complete my undergraduate degree in Finance. Upon graduating, I joined Aon’s Inpoint group as a strategy consultant where I worked on projects in Canada, New York, and London. I then pursued my MBA and after a brief stint in management consulting, I joined Guy Carpenter. In the longer term, I’d like to get some exposure to the capital markets side of the business as I am very interested in learning more about the role that alternative capital plays in shaping our industry.