

# Job description

<b>Job title</b>	Intellectual Property Underwriter
<b>Employment type</b>	Full-Time   Permanent
<b>Reporting to</b>	Intellectual Property Practice Leader
<b>Working hours</b>	9.30am – 5.30pm - Monday to Friday (Role requires out of hours work and potential travel)
<b>Location</b>	85 Gracechurch Street, London EC3V 0AA
<b>Salary</b>	£ Competitive
<b>Bonus</b>	Discretionary Bonus Plan

CFC Benefits include 25 days holiday, private medical insurance (plus dental and optical cashback benefit), life insurance scheme, income protection scheme, pension plan, season ticket loan, Subsidised gym membership, and employee well-being programme including 24/7 employee assistance line, in-office massage and physio appointments and educational sessions. CFC social events include summer party weekend, Halloween and Christmas parties and we also now operate a 'dress for your day' dress code.

## About CFC

CFC is a specialist insurance provider and a pioneer in emerging risk. With a track record of disrupting inefficient insurance markets, CFC uses proprietary technology to deliver high-quality products to market faster than the competition while making it easier for brokers to do business. Our broad range of commercial insurance products are purpose-built for today's risks, and we aim to give our customers everything they need in one, easy-to-understand policy.

Headquartered in London, CFC serves more than 70,000 businesses in over 80 countries. We're privately held and growing faster than any of our competitors in the market.

Although insurance is a serious business, our culture isn't too corporate and we never take ourselves too seriously. We are 'one-team' and enjoy a culture of openness and encouragement. We invest heavily in the learning and development of our people and enjoy a fast-paced working atmosphere that is friendly, supportive, and fun.

## Role definition

As an Intellectual Property Underwriter you will work closely with experienced underwriting colleagues including the Practice Leader in what is considered an emerging risks area. Risks associated with intellectual property include infringement of IP rights (for example patents or

trademarks), covering the defence or pursuit of infringement claims, contractual indemnities, and loss of profit. You will underwrite business from a number of territories and in a wide range of business sectors, requiring a curiosity to develop an understanding of complex risks as well as an ability to prioritise effectively.

The role includes business development and building relationships with brokers and is likely to involve a degree of travel, both in the UK and internationally. The role is also likely to include assisting with or being responsible for aspects of marketing as well as product development.

The successful candidate will enjoy the variety and breadth that this role offers, being equally comfortable underwriting technical risks as they are developing business and working on new products. Whilst prior experience with IP risks isn't essential, you'll have a keen interest in this area of insurance and be proactive in developing your skills and knowledge through working alongside an experienced and supportive team.

## Key responsibilities & Accountabilities

- Respond to and manage enquiries from brokers in a timely and professional manner, producing new and renewals quotations within agreed SLAs;
- Proactively develop and seek out new business opportunities, building strong broker relationships (both face to face and over phone) to create profitable Intellectual Property Insurance business;
- Explain the features, advantages and benefits of Intellectual Property insurance products, coverage enhancements, support product launches and raise awareness of new and existing products;
- Deliver internal and external presentations on CFC products, key trends and emerging exposures;
- Research with a mind to develop subject matter expertise in Intellectual Property insurance and investigate relevant legislation/regulation/compliance issues within our target markets;
- Provide guidance and support to other teams on queries relating to Intellectual Property risks;
- Support and contribute to team projects (e.g. enhancements to product offering, launch of new products, systems, policies and processes etc.);
- Contribute effectively to team performance standards and new business / renewal targets; and
- Attend business trips in UK and Internationally as required.

## Skills & Ability

- Articulate and influential - you're naturally comfortable presenting to small and large groups;
- You're highly analytical - applying logic and critical thinking to analyse complex risks;

- You have strong numeracy and communication skills (both verbal and written);
- You have attention to detail;
- You're confident and self-driven and enjoy working to deadlines and targets;
- Proficient in the use of MS Office (Excel, Word, PowerPoint and Outlook);
- Above all you're a team player!

## Knowledge & Experience

- At least 1-2 years underwriting or broking experience;
- A demonstrable interest in Intellectual Property insurance;
- Sound negotiation and presentation experience.

## Education & qualifications

- Degree level education (2:1 or better) preferred but not essential;
- CII certification (ACII preferred)

## Our Core Values

Passion & perseverance

We're passionate about what we do and it shows.

Respect & humility

We treat everyone as we would want to be treated.

Intensity

We hold ourselves to the highest standards, always.

One team

We show up as one team to achieve outstanding results.

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The information contained within this job description is not intended to be an all-inclusive list of the duties and responsibilities of the role. The role holder may be required to perform other related duties as assigned. CFC Underwriting Limited may at its discretion, assign or reassign duties and responsibilities as appropriate.

Our mission is to radically simplify the way commercial insurance is bought and sold.

