



**ROLE: Global Insurance Products Manager**

**LOCATION: London, UK**

**TYPE: Full time**

**EXPERIENCE: Mid-Senior Level**

**JOB FUNCTION: General Management**

## **BIMA OVERVIEW**

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We use disruptive mobile technology to bring insurance and health services to consumers at

the bottom of the pyramid, on a scale never seen before. In just six years, BIMA has established itself as one of the fastest-growing and most innovative companies in emerging markets. We already have thriving operations in 15 markets across Africa, Asia, Latin America and the Caribbean, with 33 million subscribers registered to date. We continue to show a strong growth trajectory, adding over 575,000 new customers per month.

The company is led by a dynamic group of young entrepreneurs seeking to disrupt the industries in which we work and democratize access to vital services for billions of underserved families. We are looking for a talented, intelligent and adventurous individual who thrives in a fast-paced environment.

Joining BIMA at this stage of its journey provides you with an opportunity to truly influence the strategy of a global, growing business. We are a vibrant company where ideas and passion are welcomed and you get real responsibility from day one.

BIMA has been featured in [CNBC](#), [The Economist](#), [Wired](#), [Financial Times](#), [The Guardian](#) and has won several awards including the [MasterCard Foundation Global Prize](#), the [Mondato Asia Social Impact Awards](#), [Africa Business Awards](#) and the [FT Transformational Business Award](#). Please visit [www.bimamobile.com](http://www.bimamobile.com) to learn more about BIMA and our success to date.

## **THE ROLE**

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The Global Insurance Products Manager will play an instrumental role in the optimization, development, and oversight of BIMA's insurance product portfolio. They will be responsible for optimizing existing insurance product terms and pricing, developing new insurance products and product features, and building the systems required to enable these services to scale together with existing Country Managers in BIMA's markets.

### **Specific responsibilities include:**

- Maintain BIMA's overall insurance product roadmap;
- Define and drive implementation of BIMA's insurance product standards across all existing and new markets;
- Identify and drive implementation of improvements to BIMA's existing insurance products across all markets of operation;



- Build and maintain actuarial models and define insurance risk pricing;
- Work with a range of stakeholders across the organisation to drive the design, development, and implementation of new insurance products and product features and create business plans to support the development of these products;
- Evaluate and identify opportunities for BIMA to optimise its current insurance product portfolio across markets;
- Identify and support implementation of improvements to BIMA's claims processes
- Negotiate with insurers, regulators and other stakeholders, where relevant;
- Support the sharing of best practices across markets;
- Travel required; upon launching products time will need to be spent in BIMA's markets.

## THE CANDIDATE

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Overall, this person must be attuned to value the details as well as be able to understand and drive towards the big picture. The ability to manage ambiguity and think analytically and quickly in a fast-paced environment is essential. The ideal candidate is an entrepreneurial and creative person with strong management skills.

### **Experience:**

- Fluency in English is required, comfort in French and / or Spanish is a plus;
- 5 years minimum work experience within the insurance sector including experience in a pricing function (experience with a leading consultancy firm is considered a plus);
- Member of the Institute and Faculty of Actuaries in the UK (candidates must have at least an Associate Membership to be considered; Fellowship qualifications are a plus);
- Strong analytical, problem solving, and quantitative skills;
- Strong communication skills;
- Fully proficient with MS Excel, PowerPoint, Word
- Demonstrated leadership skills including the ability to build partnerships and successfully manage external and internal stakeholders in a multicultural context;
- Experience working in emerging markets is a plus;
- Master's degree in Business Administration or related advanced degree is a plus.

## WHY BIMA?

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BIMA has a very distinct culture. We like people who are smart and independent, but we don't like ego. We share our ideas as readily as we do our opinions, and are respectful when doing so. We are driven and ambitious but most importantly we never lose our sense of humor.

Everyone in the BIMA team shares a passion for adventure. We look for bold people who love to travel, experience different cultures and try new things.



Our recruitment process is rigorous, but it has helped us build an impressive, dynamic team that shares a strong bond. If you match the profile described above we want to hear from you.

**Please send a CV and a cover letter to [careers@milvik.se](mailto:careers@milvik.se)**

**Note that applications without a cover letter will not be considered.**