

Chief Underwriting and Pricing Officer at Leading Swiss Insurtech

Work start: As soon as possible

About the company

TONI is an insurtech startup, that offers a fully digital insurance offering as a white-label solution. Our slogan “Make insurance simple” underlines our approach to focus on today’s customer requirements by offering a fully digitized and automated insurance solution. Our white-label approach allows us to leverage the brand of large established institutions and to quickly gain access to a large number of private clients as well as to be able to offer insurance solutions inside unique eco-systems.

TONI is based at Bellevue in Zurich, Switzerland. Home office or remote working could be considered.

About the role

We are looking for a P&C Actuary to join the Senior Management Team of TONI and lead the Underwriting and Pricing Department. The successful candidate will manage a team of three actuaries and data scientists and lead the development of new products and underwriting monitoring tools. This is essential for us to scale our business model and secure a growing portfolio with close and automated monitoring.

As a pricing Actuary, you are playing a key role within our company, ensuring the profitability of the business. You will be working directly in the Underwriting & Pricing department and will interact with most of TONI departments: Marketing, Financials, Technology & Innovation, Operations. You will also be deeply involved in the relationship with the risk carrier. Furthermore, you are given the opportunity to prove and expand your technical prowess by defining innovative and customized pricing solutions for pioneering digital insurance products. You will also do classical P&C actuarial tasks such as reserving and market positioning. As the Company grows you will be responsible for hiring, onboarding and managing new colleagues.

Main responsibilities

- Pricing insurance schemes
 - Development of insurance tariffs for new schemes developed by TONI
 - Monitor, control and develop tariff for each insurance scheme
 - Ad-hoc pricing for non-standard risks within current schemes
 - Indicative pricings for new scheme prospects
- Underwriting in cooperation with Team
 - Manage development of Underwriting guidelines and underwriting approaches
 - Develop target portfolio and monitor, control and steer portfolio
 - Market price watch, production analysis and tariff optimization
 - Develop, run and maintain portfolio monitoring tools
 - Reserving and performance management of each portfolio
 - Coordinate portfolio and pricing actions with risk carriers
- Team management
 - Managing a small team of actuaries, data scientists and reporting specialists
 - Talent acquisition and development of your team as needed
- System integration (concept)
 - Continuous development of concept for underwriting and pricing tools and cockpits
 - Development of specifications for service and control tools for TONI
 - Further development of tool concepts and specifications to ensure easy and flexible steering of pricing and portfolio
 - Support reporting activities to risk carriers and distribution partners
- Acquisitions and corporate development
 - Actuarial due diligence
 - Contribution to valuation of potential targets



You should apply if you:

- Are excited to work in a leading Swiss insurtech and want to have a real impact in changing the way the insurance market works
- Are excited to help TONI having the most efficient pricing possible (thus achieving cost leadership) on basis of innovative actuarial and data science practices
- Have a strong interest in technology & fintech / insurtech space
- Enjoy tackling complex problems and conceive “simple” approaches to solve them (e.g., straightforward but efficient pricing solutions), so that we can keep our product simple
- Are a highly motivated person that is willing to put in the extra mile to get the best result

The following experience is valued:

- Experience as P&C actuary
- Strong analytic thinking
- Ability to manage complexity
- Strong actuarial and data science skills
- Initial managerial experience
- Coding experience (e.g., R / Python)
- Understanding of data management in insurance
- You have high attention to detail and won't compromise on precise and thought-through processes to solve problems in a simple and effective manner
- Ability to work within tight deadlines, adjust to changes in priorities
- Comfortable in a fast moving, fluid environment

Application / Contact

Please send your application including CV to Robert Zak (zak@toni-dis.ch).

