

COMPANY NAME:

Prudential

JOB TITLE:

Director, Actuarial

DESCRIPTION/RESPONSIBILITIES:

POSITION TITLE: Director, Actuarial New Business Development  
Retirement

Plan Strategies Job Code 12861

REPORTING TO: Vice President, New Business Pipeline  
Retirement

Plan Strategies

LOCATION: Chicago, Illinois or Regional Office

ORGANIZATION: Prudential Retirement

POSITION SUMMARY:

The Director of Actuarial New Business Development is a new role within Prudential Retirement. The position is part of the Sales and Marketing team within Retirement Plan Strategies ("RPS") - a business that focuses on delivering actuarial, investment and regulatory consulting solutions to pension plan sponsors. This actuarial expert will help drive both tactical and strategic new business development for the group. As a senior partner this person will, under the direction of the Vice President, New Business Pipeline, help develop and execute the distribution strategy for the sale of consulting only services in support of the RPS strategy with the objective of doubling the organization's consulting revenue over the next 5 years. Additionally, this individual will maintain a limited book of actuarial clients to both foster referenceable clients and to maintain an active and relevant market perspective of client needs that drive our new business development.

PRIMARY RESPONSIBILITIES:

- Assist in driving the growth of our private labeling distribution by identifying potential intermediary partners, establishing alternative channels, building channel momentum and effectively marketing the RPS value proposition
- Assist with uncovering new RPS opportunities by thoroughly interpreting RFPs or other formal/informal means of requests.
- Through proactive training and coaching, educate RM's Sales and key FA partners about our key differentiators in the DB and actuarial consulting marketplace. Increase their effectiveness in prospect identification and sales positioning.
- Develop and manage cross selling opportunities by partnering with internal partners at senior levels (Prudential Retirement as well as the broader Prudential Financial).
- Facilitate the complete re-write and maintenance of DB actuarial RFP responses that demonstrate the value of RPS integrated risk management services and with a focus on custom responses. An exceptional technical expertise of the fundamental aspects of pension plans is critical.
- Lead new business actuarial pricing proposals and sign off by providing effective technical insight and a knowledge of the competitive marketplace

- Partner with RFP group to ensure high quality deliverables associated with RPS are consistently produced. This will also entail ongoing training to help them identify when additional support is needed.
- Assist in tracking the various RPS opportunities from inception until final decision.
- Assist with the transition of new clients to ongoing support staff, requiring a broad understanding of various aspects of pension plans.
- Act as a senior actuarial advisor on the division's selling teams for the largest, most prestigious prospective clients.
- Actively participate with the segment leads to drive the training and development of actuarial staff to improve their effectiveness as selling team members. Partner with lead Sales Actuary to determine the assignments of actuarial staff to selling teams as appropriate. Drive the development of prospect-specific sales strategies as the actuarial subject matter expert.
- Actively participate in RPS short/long term product and service development initiatives, leveraging the marketplace intelligence acquired through prospecting and sales activities.
- Partner with the RPS management team to develop RPS into a market leading organization. Act as a lead subject matter expert on retirement fiduciary issues in driving product development.
- Partner with the Investment Strategy & Regulatory Consulting discipline team members to broaden and deepen the value of their services leveraging the incumbent's actuarial consulting experience

#### REQUIRED SKILLS:

- \* EA with extensive knowledge of retirement benefits consulting best practices and experience in building new services.
- \* FSA with at least 10 years of experience in the retirement consulting field including asset/liability modeling, liability driven investments, and DB exit strategies consulting.
- \* Consulting experience on FAS 106 plans is highly desirable.
- \* Excellent relationship management skills and the ability to work extensively with internal partners, senior management and with clients.
- \* Exceptional project management skills.
- \* Proven negotiation and problem-solving abilities.
- \* Capacity to clearly articulate complex topics into discernible language.
- \* Ability to respond quickly to change, demonstrating flexibility in response to new or unanticipated developments.
- \* Results/growth oriented.
- \* Demonstrated values of client-focus, external and future orientation, decision-making and results focus, teamwork, integrity and coaching.
- \* Proven ability to energize and motivate all levels of the organization.
- \* Excellent product positioning skills, including ability to tailor messages and complexity to the audience.
- \* Able to travel estimated at 30% with a high degree of variability week to week
- \* Comfortable and able to work effectively in a collaborative environment, partnering across multiple organizational units.
- \* Demonstrates decision-making, teamwork, and results focus.
- \* High energy, enthusiastic about growing and developing a new business.

To apply for this position, copy/paste the following URL into your browser:

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