

Position: **Life Consultant**  
Location: **St. Louis, Missouri**  
Industry: **Insurance**  
Salary: **Competitive**

**Towers Watson's** insurance consulting business helps clients improve business performance. We use our deep analytical skills to solve practical business problems, applying the latest techniques and software solutions to help clients measure and manage risk and capital, grow revenue and create competitive advantage.

As a **Life Insurance Consultant** you will work as part of a team on a wide variety of complex projects such as financial modeling, mergers and acquisitions for life insurance firms, product development, model conversion support, developing economic capital frameworks and nested stochastic projections, and variable annuity hedging strategies for embedded guarantees.

### **Performance Objectives:**

#### **Clients**

- \* Deliver superior, consistent project management for assigned clients:
- \* Draft statements of work, project plans and budgets involving multiple workflow streams and client teams
- \* Serve as the day to day project lead, ensuring the progress of the team against established objectives, budget, timeline, deliverables and quality standards
- \* Serve as primary, daily contact to clients on delivery of services
- \* Manage client expectations and raise appropriate issues to Senior Consultants and Client Relationship Managers
- \* Working as part of a multidisciplinary consulting or joint client-consultant team to analyze issues and develop value-added solutions
- \* Interface with colleagues from other practices and regions on assignments that reflect the client's broader business issues
- \* Develop a trusted advisor relationship with client contacts through effective communication and efficient, quality execution of projects

#### **Excellence**

- \* Help our insurance industry clients improve business performance in areas related to their financial, risk, capital and product distribution issues
- \* Provide strategic direction and leadership to clients on matters affecting their business such as: variable annuity markets, corporate restructuring, product development, sales effectiveness, capital efficiency and related topics
- \* Contribute to the development of new tools and approaches

#### **Financial**

- \* Meet revenue and billable hour goals as described by manager
- \* Support the generation of new business as part of the broader team
- \* Develop new business opportunities and enhance existing relationships
- \* Directly contribute to clients' success through applying your technical expertise

## **People**

- \* Build relationships internally and collaborate effectively on cross-functional teams
- \* Demonstrate natural ease and effectiveness when dealing with clients/colleagues at all levels
- \* Serve as mentor to project team associates

## **Requirements**

- \* Experience in a consulting firm, financial services organization or life insurance firm
- \* Experience or interest in selling projects to insurance / financial institutions
- \* Experience in at least one core service area: financial modeling, analysis / management, risk management embedded value, ALM or Actuarial Software Implementation
- \* A track record of performing life insurance work as well as the ability to contribute to cross-practice client engagements
- \* Proven experience successfully managing multiple projects and producing quality deliverables on time and within budget
- \* Demonstrated success or strong evidence to support new business generation
- \* Strong client relationship, interpersonal and team skills
- \* Well-developed verbal communication skills
- \* Self-starter attitude and ability to work within ambiguity
- \* Flexibility and proven ability to diagnose and resolve issues
- \* Strong analytical and creative skills
- \* Enjoy training/mentoring junior staff
- \* The ability to see the "big picture," leveraging the resources of related practices to address the clients' business challenges
- \* Working knowledge of Excel, MS Project, MS Word, MoSes and TAS experience preferred
- \* Availability to travel on an as needed basis
- \* ASA is required; FSA credentials are encouraged and a major advantage

Any unsolicited resumes/candidate profiles submitted through our web site or to personal e-mail accounts of employees of Towers Watson are considered property of Towers Watson and are not subject to payment of agency fees. In order to be an authorized Recruitment Agency/Search Firm for Towers Watson, any such agency must have an existing formal written agreement signed by an authorized Towers Watson recruiter and an active working relationship with the organization. Resumes must be submitted according to our candidate submission process, which includes being actively engaged on the particular search. Likewise, for our authorized Recruitment Agencies/Search Firms, if the candidate submission process is not followed, no agency fees will be paid by Towers Watson.

To apply to this role, please click the following link:

<http://www.apltrak.com/?adid=Y2dyYWhhbS41MjQwOC4zMDYzQHRvd2Vyc3dhbHNvbi5hcGxpdi5jb20>