

RE_IMAGINE YOUR FUTURE

Commercial Accountant Digital Services

Dublin, Ireland

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Munich Re is one of the world's largest reinsurers providing solutions for complex risks to 40 million clients in over 30 countries.

Munich Re Automation Solutions are the market leader in providing new business processing and underwriting automation solutions to the life insurance industry. The Automation Solutions division of Munich Re delivers exceptional solution-based expertise that enables straight through processing (STP), increases sales and reduces costs for life insurers worldwide.

Munich Re Automation Solutions have enabled STP and "instant issue" for insurers and banks globally, who are now able to auto-assess the majority of new applications at the point of sale for a variety of life insurance products across the full spectrum of distribution channels. This has been accompanied by a significant reduction in new business acquisition costs.

Headquartered in Dublin Ireland, the Automation Solutions division of Munich Re also has offices in Sydney, Tokyo, Singapore and Chicago.

About the role

This is a new position responsible for ensuring that profitability targets are met for all digital services offerings through ongoing and proactive pricing and cost management.

Responsibilities include

Margin Analysis

- Providing monthly financial analysis to report gross margin by product and by line of business and to assist with driving margin improvement
- Being commercially aware in the business to identify cost savings or margin improvements
- Building financial models which analyse both variable and fixed costs (including cloud infrastructure and people costs) to identify costs saving opportunities and support pricing of digital services,
- Report and track profitability by customer. Provide analysis to commercial and operational teams to inform pricing, reduce costs and improve profits

Pricing

- Analysis and financial sign off on Pricing for all digital services offerings in the price book, ensuring an adequate margin on all products, in line with company ROI targets.
- Develop an understanding and analysis of the price inputs for assistance in tender process.
- Proactive management of pricing changes and margins in a cloud environment.
- Finance sign off on prices included in sales contracts with customers, ensuring an adequate return across all revenue streams within the contract.

Financial Planning

- Providing Pricing inputs to Sales Reports, Budgeting, and Quarterly forecasts where required
- Support the budgeting and re-forecasting process for revenues and cloud infrastructure costs to ensure deadlines for digital services are achieved, including the modelling and forecasting of variable revenue and variable costs based on expected customer activity levels.
- Work with product management on business plans to assess ROI on planned R&D investments.

Reporting

- Provide support to Cloud Operations through information analyses including all third party infrastructures costs, variable costs and the costed effort of internal staff.
- Drive on-going improvements in reporting processes for the digital services business, including the preparation of operational data and analyses.
- On-going liaison and interaction with other areas of the business to improve the inputs to, and outputs from the Finance dept.

Other

- Assist all company stakeholders with queries which may arise
- Assist in ad-hoc and project requirements

What we are looking for

- Qualified ACCA / ACA / CIMA or similar
- Minimum 3 years' experience in a similar role in a SAAS environment
- Experience of working with ERP systems. Experience with Dynamics would be an advantage
- Resilient and flexible, with the ability to thrive in a changing and fast-paced environment
- Ability to work well as part of a team, and be able to build effective relationships across the business
- Personal drive for self-development and growth

Competencies

- Commercially focused and results-orientated
- Pricing Analysis, Pricing management, Market pricing
- Organisational and commercial awareness - Understands linkages affecting all areas.
- Financial modelling skills
- Excellent knowledge and use of MS Office suite packages, particularly Excel. A knowledge of data analysis tools such as tableau would be an advantage
- Communication skills - Listens responsively and can give information effectively, is open and receptive to others.
- Excellent verbal, written, interpersonal and organisational skills
- Can-do attitude and strong work ethic
- Strong team player with ability to interact with clients and colleagues at all levels.
- Flexible with a positive attitude to change

Want to apply ?

please send your CV and cover letter to careers@munichre.digital