

## RE\_IMAGINE YOUR FUTURE Product Manager

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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

Reporting to the EVP – Product & Data, the Product Manager will have a key role within the product management function in defining and executing the strategic plan and product roadmap that will drive the success and profitability of Munich Re Automation Solutions' current and future propositions.

- Will be passionate about our propositions. They will eat, live, sleep and dream about their success in the market.
- Will be an excellent communicator, with strong interpersonal skills, be passionate about people, and love interaction, and be able to articulate complexity in a simple and meaningful way
- Will love technology, and recognise its value in enabling an enhanced consumer experience, and enjoy working in a technical environment
- Must be comfortable with complexity and uncertainty, and be able to demonstrate their ability to develop propositions, underpinned by data and factual analysis, from ideation through to 'go to market' execution
- Will be a team player and possess excellent people and management skills to interact with colleagues, cross-functional teams and third parties.
- Will have significant prior experience of delivering product solutions in SaaS / platform environment to lead
- Must possess a mix of business and technical savvy, a big-picture vision, and the detailed drive to make that vision a reality.
- Must be comfortable spending time in the market to understand its problems and find innovative solutions for the broader market.

## What you will work on

You will be wholly focussed on the roadmap, release plan, new features and functions of your proposition desired by the market. You will agonize daily over the priority to give the wish list of new features and functions for introduction into the product, endeavouring to identify killer features and functions that the markets needs but is yet to think about. You will have primary responsibility for the development of our market intelligence.

You will be your propositions number one salesperson

You will work with the Sales and Marketing, and Regional teams, to develop and execute the go-to market plan for your proposition. You will be consumed daily with the thought- "have I done all I can to fully equip our people to effectively sell my proposition and position it against our competitors." This will include, but it is no limited by:

- Development of activity programs and engagement strategies to drive customer awareness and demand and develop messaging that resonates with our target buyer personas.
- Understanding and supporting our sales teams, identifying opportunities to enhance their knowledge, and deliver tools and collateral that support their sales and pre-sales processes.
- You will work closely with the other Product Managers

## What we are looking for

- Educated to bachelor's degree level or other related third level qualification
- Prior understanding of Insurance market operations and structures would be an advantage, but is not a requirement
- Ability to manage multiple projects simultaneously, with demonstrated success working within complex, fast-paced environments

Learn more at: [www.munichre.com/automation-solutions](http://www.munichre.com/automation-solutions)

**Want to apply ?**  
please send your CV and cover letter to **careers@munichre.digital**