



SME and Delivery roles – Industry verticals

BFSI

Position	Summary	Location	Apply or refer
Domain and practice partner – Insurance vertical	<p>For a BFSI focused IT services company \$ 300 - 400 million in revenues. The role will engage with business leaders in Insurance companies to understand their priorities and recommend process + technology options to meet their end goals. They will also work with the sales, technology & account teams to then identify and present proactive proposals for these solutions to grow business. The role will require active travel. The hiring company is a leader in the insurance vertical with deep roots in process areas of billing, customer care, claims, sales/marketing backed with a rich portfolio of technology solutions which span cloud, content, commerce, engagement & analytics, and packaged offerings like Guidewire and Duck Creek. Required experience – 10+ working in or with the P&C insurance industry. Deep understanding of insurance business processes like claims, billing, customer care and sales. Hands on experience with insurance COTS solutions – Duck Creek, Guidewire, Insurity. Demonstrated track record of assessing business problems and offering process + technology solutions to them. Led entire consulting life cycle from assessment through proposals, defense & deal closure. Ability to write up recommended solutions and be able to demonstrate POC's. AINS / CPCU certification will be a big plus. KRA's will be solutions identified, proposed and implemented.</p>	New Jersey or short commute	To check fitment Click here