

DIRECTOR, PRODUCT & PRICING

Our Client, Manitoba Public Insurance (MPI), prides itself as one of the best and most inclusive places in Manitoba to work and pursue a career, where their people deliver knowledgeable and caring services in new and innovative ways. On behalf of our client, we are currently recruiting for a Director, Product & Pricing.

Reporting directly to the Chief Actuary & Vice President, Product and Risk Management, the Director, Product & Pricing provides overall strategic direction in the design, implementation, pricing and assessment of innovative and value-added products and services that meet the evolving needs of Manitobans and the mandate of the Corporation. The Director has overall responsibility for managing the products for the Basic and Extension lines of business.

The Director, Product & Pricing is responsible for providing exemplary leadership and direction, as well as establishing challenging but achievable objectives that align with the overarching Corporate strategic plan and financial objectives. The Director ensures all department, division, and corporate objectives are exceeded and the corporate mission and values are supported.

Key Responsibilities

Product Development & Management:

- Oversees the preparation and submission of the Strategic Insurance Plan
- Directs the implementation of product and coverage-related strategic corporate initiatives and projects
- Evaluates and presents strategic opportunities, ideas, and proposals related to insurance products and services
- Oversees continuous product review to identify trends in use and costs
- Oversees the monitoring of customer needs and preferences related to products and associated services and recommends product changes as appropriate
- Fosters the use of leading-edge business research and analysis for the development of policies and initiatives.
- Accountable for the profitability of the Autopac Extension lines of business
- Oversees related analytics and provides advice and recommendations based on analysis outcomes
- Provides input into the annual General Rate Application to the Public Utilities Board
- Remains current on benchmarks of other jurisdictions relative to MPI products and policies
- Collaborates on recommendations for broker performance standards and assists in the analysis of individual performance to assist in meeting those standards
- Collaborates on establishing Autopac Extension forecasts, as well as developing and presenting proposed rates.
- Works closely with senior management to evaluate business decisions on customer complaints and requests for business exception

Pricing:

- Evaluates and presents strategic opportunities, ideas, and proposals related to pricing
- Provides recommendations and advice to senior leadership on topics related to product pricing
- Facilitates consultation with other internal stakeholders as a part of the decision-making process
- Oversees the preparation of Pricing submissions, reports, budgets, presentations, and business plans to key stakeholders
- Accountable for the profitability and growth of the Compulsory and Autopac Extension lines of business

- Oversees related analytics and provides advice and recommendations based on analysis outcomes

Leadership & Project:

- Leads, inspires, mentors, develops, and guides a team of senior professionals
- Participates in strategic planning, long-term human resource planning, budgeting, and support for the Directorate
- Represents the Directorate and/or Division on various internal and external committees and working groups as required
- Fosters a culture that promotes open communication, integrity, professionalism, a sense of urgency, and teamwork
- Acts as an Operational Business Champion and provides project leadership and expertise in relation to all of MPI's product offerings
- Identifies minimum viable products and future state for all MPI products
- Participates in the business process re-engineering
- Participates in developing the detailed implementation roadmap

Skills and Qualifications**Education:**

- Bachelor or master's degree in a related field
- Completion of one or more of the following professional designations;
 - Chartered Insurance Professional (CIP)
 - Fellow Chartered Insurance Professional (FCIP)
 - Fellow, Life Management Institute (FLMI)
 - Project Management Professional (PMP)

Experience:

- Ten years' of progressively senior experience
- Five years' experience in a senior leadership role
- Minimum of five years of project management experience in a large-scale systems or product-development environment

Technical Knowledge and Skills:

- In-depth knowledge of MPI legislation is an asset
- Proven capabilities in research, social policy formulation, and planning, with strong skills in statistical analysis
- Demonstrated ability to interpret and synthesize complex data
- Excellent interpersonal skills and demonstrated performance in public speaking and formal presentations
- Ability to effectively and critically assess different product and coverage scenarios and determine creative solutions that meet customers' needs
- Ability to adapt to, and effectively contribute to, rapid business transformation
- Ability to plan and manage multiple complex projects simultaneously
- Superior negotiation skills

If you are a leader and are interested in learning more about this exciting opportunity, please forward your resume to applicants@mpn.ca or call Kamalita Ketler at 204.336.6107.