

## Corporate Underwriter

Americas (virtual)

The Corporate Underwriter is responsible for analyzing the financial risk and profitability of sales leads across all lines of business. The Corporate Underwriting is a member of the Underwriting Department and maintains responsibility for determining the financial terms, premiums, and actuarial information for any new business opportunities within the organization. Ultimately, the Corporate Underwriter will ensure all new business aligns with the organization's policies, overall financial risk, and profitability and will serve as a project manager in the underwriting process, managing the flow of information between sales/client prospect and functional stakeholders.

### What you'll get to do:

- Help drive the pre-sales process toward informed and effective business decisions by providing the business development team with timely, comprehensive, and accurate financial analyses.
- Maintain a thorough understanding of the Company's growth and profitability goals to assess the pros and cons of new business proposals accurately.
- Facilitate discussions that support the Company's growth, strategy, and profitability.
- Oversee and prepare all pre-sales financial reviews for functional stakeholders.
- Review client prospect intake forms and recommend profitable pricing schemes to align with the Company's target margins.
- Analyze and determine the risk flags of working with new businesses.
- Ensure thorough and effective dissemination of applicable pre-sales information with all stakeholders.
- Support special projects and workflow process improvements.
- Other duties as assigned

### Skills and experience we value:

- Bachelor's degree in Accounting or Finance required
- Five to ten years related experience in a high-volume underwriting role; or equivalent combination of education and experience
- Minimum of five years' experience in a similar role in the human capital industry. i.e., staffing, recruiting, contingent workforce management.
- Experience in a B2B consulting service business is a plus
- Strong analytical and problem-solving skills
- Must be able to identify and implement changes to improve productivity in a fast-paced environment.
- Exceptional communication skills and professional demeanor; ability to communicate with both technical and non-technical people at all levels of a business organization
- Effective communication and presentation skills using webinar delivery methods
- Professional writing skills
- Highly organized and self-directed, with the ability to keep up in a fast-paced work environment



### **Benefits and location:**

- Paid vacation, sick days, and holidays
- Medical, dental, and vision insurance
- 401(k) retirement plan
- Voluntary life insurance
- Many more ancillary benefits

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People 2.0 is committed to providing equal employment opportunities to all associates and applicants without regard to race, color, national origin or ancestry, citizenship status, religion, sex (including pregnancy, lactation, childbirth or related medical conditions), sexual orientation, physical or mental disability, age, veteran status, uniformed servicemember status, gender identity, genetic information (including testing and characteristics) and any other characteristic prohibited by federal, state or local law. Our commitment to equal opportunity employment applies to all persons involved in our operations and prohibits unlawful discrimination by any employee, including supervisors and co-workers.

In furtherance of this commitment, the Company is committed to providing a work environment that is free of prohibited harassment. As a result, the Company strictly prohibits sexual harassment and harassment against applicant and employees based on any legally recognized status, as defined above, or any other status protected by federal, state, or local laws.