Director, Client Delivery, US

Scope and Application

Job description for:	Director, Client Delivery, US
Date of issue:	July 2021

Practice, Manager and Location

Primary:	Club Vita
Practice areas:	Club Vita
Location:	United States, preferably New York City area, but will consider other geographies
Employing firm:	Club Vita US, LLC

About Us:

Club Vita's mission is to drive the development and market adoption of longevity risk management tools and techniques.

Club Vita US provides longevity risk analytics to the US pension industry. By pooling comprehensive longevity experience data from a wide range of pension plans, combined with best-in-class longevity modeling and research, Club Vita provides its subscribers (defined benefit pension plans) with leading-edge tools and insights to measure and manage their longevity risk. Club Vita is made up of a dynamic multi-disciplinary team who possess actuarial, data science, systems development, marketing and data management backgrounds.

Club Vita was established in the UK in 2008 and expanded operations to Canada in 2015. In both the UK and Canada, the Club Vita data set covers approximately 1 in 4 of all retirees with defined benefit pension benefits. Club Vita launched in the US in 2019 to bring its advanced longevity analytics to US actuaries and is enjoying rapid growth in its US data set and client base.

For more information, please visit www.clubvita.net

Role Description

We have an exciting opportunity for a high caliber, ambitious individual to take on a new role within Club Vita US, supporting the US CEO and the broader US team across a variety of assignments. The role will be primarily focused on supporting Club Vita's subscribers and partners in understanding, quantifying and managing longevity risk.

Key responsibilities will include:

- Analyzing longevity experience for longevity linked liabilities, primarily pension benefits.
- Reviewing and preparing client communications, presentations and reports and attending meetings with clients.
- Identifying and developing opportunities with new and existing clients
- Developing and maintaining lasting relationships with subscribers and partners and helping us continue to build our strong network of contacts in our core industries.
- Helping to promote our products to a wider audience, which includes opportunities for conference speaking and writing articles based on our leading-edge research.

- Managing the delivery of multiple projects across a portfolio of clients and responsibilities, ensuring that work is done on time and to a high standard.

The Candidate

- Experience modeling longevity risk, at an insurer, reinsurer or in consulting or in-house actuary capacity OR pension consulting experience
- Flexible in approach, willing to take on any task and comfortable with working in a continuously-evolving start-up environment
- First class interpersonal, communication and client relationship management skills
- Strong personal values, including a commitment to professional and ethical behavior
- Ability to mentor and coach junior staff
- Willingness and ability to travel as necessary (up to 40%)

Qualifications

- Relevant pensions and/or longevity risk management experience
- A sound understanding of actuarial and computer techniques