



Phil Bellamy FCII
Chartered Insurer
Candidate Profile



Underwriting Director and Senior Manager within the insurance and financial services market.

A strong **strategic leader, planner and head underwriter in legal expenses insurance and litigation funding**. A background in underwriting along with devising and implementing strategic plans, resulting in significant growth to both the top and bottom line. Strong people management and organisational skills. Board level decision making experience, with a proven track record in sales delivery and relationship management.

Career History

Underwriting Director, Board Director, Business Owner – Insurance MGA

- Created and developed much of the infrastructure, documentation, literature, processes & procedures, rules and guidelines that were needed for a startup insurance MGA.
- Instrumental in securing “A” rated insurance capacity from the principle risk carrier.
- Secured the largest business partner account of the Company, ensuring both the year 1 & 2 GWP targets were achieved. Yr1 £10m GWP, Yr2 £24m GWP.
- Grew the business from a startup team of just 3, to over 20 upon departure, and turning a profit by the end of the first full year of trading.

Underwriting Director, Board Director – Insurance MGA

- Created and implemented the company strategic and operational plan.
- Conducted a companywide appraisal of staff skills, hopes, needs and criticisms, for an improvement plan project to enhance productivity and profitability of the business.
- Implemented a companywide training plan for all staff, including the production and provision of training.

Executive Manager – Insurance Company

- Led the transitional project from a pre LASPO legal environment, to a post LASPO legal environment. This was done successfully, on time and on budget, allowing the Company to continue writing insurance, with a completely revised business model.
- Identified the need to merge three divisions of the business into one, and successfully carried out the change management process from beginning to end.
- Achieved and significantly exceeded all post LASPO ATE sales targets set, with the GWP target exceeded by over 400%.
- Identified, researched and led a project on the recovery of overpaid IPT (insurance premium tax) against HMRC, which resulted in a net premium recovery in excess of £1m.

Group Underwriting Manager – Insurance Company

- Identified a need for, and successfully launched an “Underwriting Academy” for the continuous development and training of all underwriting staff, with both in house and external training. This led to professional insurance qualifications, increased technical competence, efficiency, motivation and morale.
- Provided key strategic input into turning a significant 2009 technical underwriting loss, into an underwriting profit by the end of 2010, ahead of plan.
- Finalist of the Insurance Times Chartered Professional of the year.

Operations Manager – Insurance Company

- Identified, investigated and led as a key witness, an insurance industry critical legal test case at the Court of Appeal. The successful outcome of this one case ensured our division continued trading, and the rest of the market also had a future.
- Grew the business year on year from £10m to £25m NWP, and turned a loss making division into the most profitable part of the whole group.
- Personally acquired the largest divisional account by GWP that also went on to become the largest business partner of the entire company at over £10m per annum.

Areas of expertise and accomplishments:

Technical

- Experience of working and reporting in a regulated environment. Previous FCA approved person.
- Managed and controlled financial reporting requirements for the underwriter, management and Board.
- Fellow of the Chartered Institute (FCII) and Chartered Insurer.

Commercial

- Recruited to help set up a new start up MGA business.
- Devised and implemented company strategies for launch and future growth.
- Experienced underwriter; responsible for maintaining account profitability.
- A proven track record in broker relationship management, and delivery of Sales KPIs.

People / Teams

- Managed Underwriting and Sales teams across various roles.
- Recruited and developed many senior staff in startup MGA.
- Board Director CF1 function.
- Implemented various staff improvement and retention schemes.

Leadership

- A conscientious approach to people management with an open and honest leadership style, Myers Briggs personality type: ESTJ (leader/supervisor).
- Managed teams through challenging change environments.
- Created communication & reporting with key stakeholders to enhance business performance.
- Drove key initiatives through to execution.