

Managing your career progression & the current job market for recent qualifiers

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Agenda



- Professional image and networking
- Planning a successful career path
- Tips for maintaining your CV and interviewing well
- The general job market in Ireland currently
- Mobility between the various actuarial practice areas

Professional Image & networking



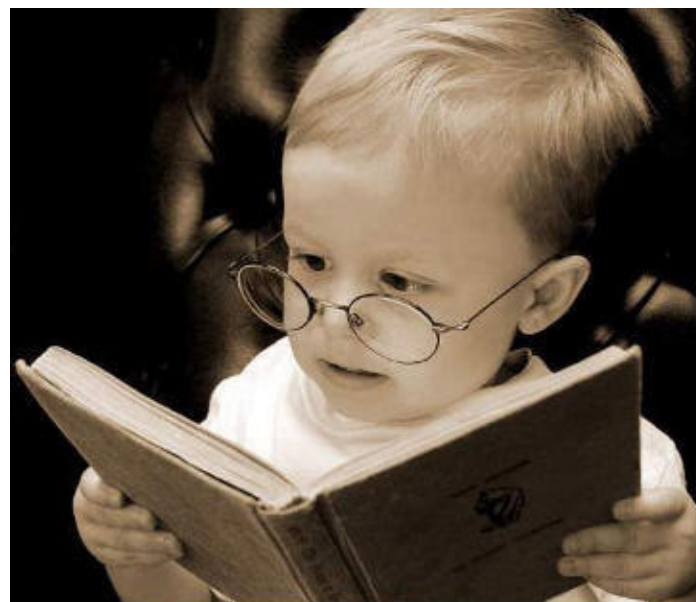
- Avoid social media?
- What can you do?
 - Join a committee
 - Attend CPD meetings
 - Ask a Question
 - Give a Presentation
 - Read!
 - Well presented





Planning for success

1. Identify career objectives early
2. Understand your priorities, motivations & strengths
3. Changing roles or employer
 - When?
 - Why?
 - Unhappy
 - Poor/limited experience
 - Limited Opportunities
 - Salary & benefits
 - Location & travel
 - Redundancy



CV Presentation



- “I am a qualified Life actuary with 5 years post qualification Pricing experience. I am a committed and rigorous person who dedicates themselves to every task. I am a self starter and results driven. I seek a challenging position in a progressive company with opportunities for advancement.”

WAFFLE



CV Presentation

- Where did you add value, quantify?
- Clear & concise
- Tailor your CV
- Use explicit action words
- Show progression of experience & skills

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“Any other people skills, besides 400 Facebook friends?”

Skills chart

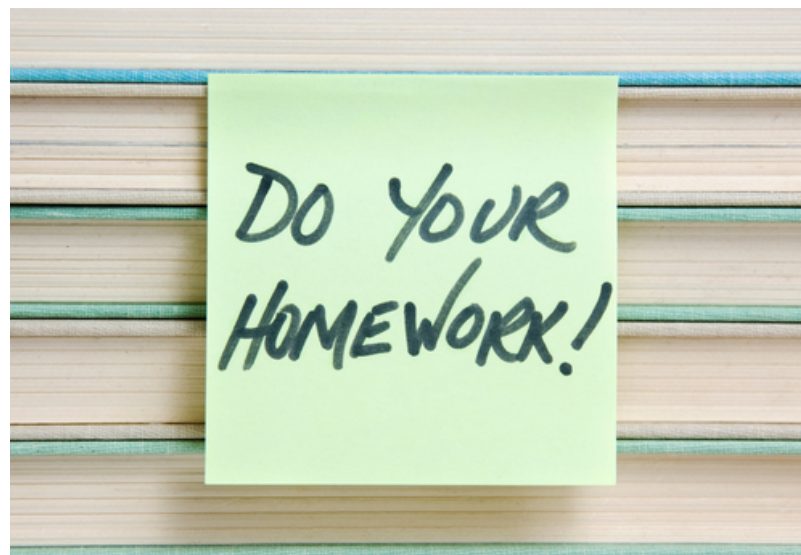


<p>Financial modelling skills</p> <p>Risk modelling Cashflow modelling Statistical modelling Data modelling</p>	<p>Communication skills</p> <p>Verbal skills Written skills Facilitation skills Presentation skills Negotiation skills</p>	<p>Organisational skills</p> <p>Time management Project management Attention to detail</p>
<p>Analytical skills</p> <p>Problem-solving Financial analysis Strategic analysis Operational analysis</p>	<p>Client relationship skills</p> <p>2 ears, 1 mouth approach Professionalism Understand their needs Manage their expectations</p>	<p>Managerial skills</p> <p>Delegation Man management Team working</p>
<p>Technical knowledge skills</p> <p>Legislative knowledge Regulatory knowledge European directives Irish taxation law International taxation law</p>	<p>Business development skills</p> <p>Sales Marketing Business retention</p>	<p>Motivational skills</p> <p>Innovation Assertiveness Enthusiasm Self-starter</p>



Interview Preparation

- Research:
 - Company
 - Role
 - Interviewer (if you can)
- Read, understand and repeat the job description
- Prepare your key message
- State the obvious, take them through your CV
- Be yourself



Opportunities in Ireland



- Demand from:
 - Solvency II
 - Risk Management/ERM
 - Capital modelling
 - Regulators
- Increased opportunities:
 - Consulting
 - Reinsurance
 - Contract work





Mobility between practice areas

- Risk Management Actuary
- Responsibilities:
 - Provide an independent, integrated and transparent view and assessment of risks across the company
 - Assure consistent standards and proper governance
 - Participate in management of key risks (particularly credit and market)
 - Recommend risk appetite and risk limits
 - Develop and maintain Economic Capital models
 - Risk tolerance is well defined and actively managed.

Risk Management Actuary



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- **Essential**
- Ability to work in a multi-disciplinary team and explain technical actuarial issues in non-technical language.
- Ability to understand complex problems and provide accurate results / make recommendations within agreed timescales.
- Willingness to challenge and influence other team members and colleagues.
- An understanding of modelling software
- Excellent communications skills

**Sheila Harney**

Graduated, Heriot-Watt '08;
Qualified '10
Towers Watson, Pension Consulting
'08 – '11
Towers Watson, Life Consulting
'11 -

Louis Hui

Graduated, UCD BAFS '08
Towers Watson, Life Consulting
'08 – '11
Hannover Re, Non Life Reinsurance
'11 –

Eoin King

Graduated, UCD BAFS '06;
Qualified '10
Irish Life, Actuarial Pricing
'06 – '08
Milliman, Life Consulting
'08 -

Emmet Leahy

Graduated, UCC '06; Qualified '09
Mercer, Retirement Analyst
'06 – '07
Mercer, Investment Analyst
'07 – '09 (travelling)
Mercer, Investment Management
'10 -

Summary



- Be aware of your professional image
- Think about your career early
- Consider what is most important to you
- Take time preparing your CV and for your Interview
- It's a great time to be an Actuary...

