

Erika Michele Deleg Ponce

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SKILLS

- Over fifteen years of experience in business development and coordination of risk analysis, trading and placement
- Obtain renewal terms from Underwriters of existing businesses in the company and send them out to the clients.
- Analysis review and control quarterly statements issued by ceding companies.
- Commercial Responsibilities – Visit our clients in different countries where the company operates.
- Implement commercial strategies to adapt to challenges that the reinsurance market face every day
- Get facilities or looking for better terms for our clients based on our portfolio in various lines of business that my current company is focused.
- Strong business judgement & business strategy. Strong Sales & management team building
- Provide weekly updates to our internal and external costumers.
- Follow up our clients all the time.
- Customer Services focused, strong communication, business communication and organizational skills.
- Computer **Software** and Applications: **Microsoft Office, Outlook, MS Project Office.**
- **Spanish** native speaker and **English** oral and written knowledge
- **Management** group of **8 people**

EXPERIENCE

GLOBAL REINSURANCE BROKER INC, Quito, Ecuador - (2010 to 2021)
Attorney, Project management, financial, administering, budgeting and accounting expertise.

AON BENFIELD, Quito, Ecuador - (1998-2003/2006 - 2010)
Treaty & FAC Senior Broker, Chief operating officer, chief claims.

EDUCATION

International University of Ecuador
Quito, Ecuador
International Business Engineer - *7 semester*

Seres de Excelencia
Quito, Ecuador
Insurance Technician

Escuela de Seguros
Santiago de Chile, Chile
Diplomado Internacional de Reaseguros