

Erika Michele Deleg Ponce

☎ (+593) 983 896 189 | ✉ micheledeleg@hotmail.com

PROFESSIONAL PROFILE

Dynamic Reinsurance Executive with over 15 years of experience in business development, risk analysis, and strategic client relations across Latin America. Proven track record of securing competitive reinsurance terms and expanding market share for global brokers. Strong leader known for building high-performing teams, driving commercial strategies, and delivering results in complex markets.

KEY SKILLS

- Extensive Experience: 15+ years in business development, risk analysis coordination, and reinsurance trading and placement.
- Results-Driven: Negotiated reinsurance contracts worth over USD 10M annually and expanded client portfolios by 25%.
- Financial Oversight: Expertise in reviewing and controlling quarterly statements issued by ceding companies.
- Strategic Leadership: Developed and implemented commercial strategies adapted to market challenges.
- Negotiation & Client Relations: Skilled in securing facilities and favorable terms for clients across multiple lines.
- Stakeholder Management: Strong business judgment, strategic mindset, and team leadership capabilities.
- Technical Skills: Proficient in Microsoft Office Suite, Outlook, MS Project.
- Languages: Native Spanish, fluent English (spoken and written).
- Team Leadership: Managed and motivated teams of up to 8 people.
- Soft Skills: Cross-cultural communication, negotiation, client retention.

PROFESSIONAL EXPERIENCE

UNLIMITED REINSURANCE BROKER — *General Manager*

Quito, Ecuador | 2023 – Present

Lead all operations, business development, and client relationship strategies for growth in regional and international markets.

Design and execute commercial plans to strengthen the company's position and negotiate reinsurance terms to secure best deals for clients.

GLOBAL REINSURANCE BROKER INC. — *Attorney & Project Manager*

Quito, Ecuador | 2010 – 2021

Oversaw project management, legal compliance, budgeting, and financial administration. Supported risk analysis, client portfolio management, and ensured regulatory alignment.

AON BENFIELD — *Treaty & Facultative Senior Broker, COO, Chief Claims Officer*

Quito, Ecuador | 1998 – 2003 / 2006 – 2010

Managed treaty and facultative reinsurance placements.

Led operational teams, supervised claims management, and built trusted relationships with global markets and clients.

EDUCATION

UTEL (Online) — *Ciudad de México, México*

Bachelor in International Business (in progress)

International University of Ecuador — *Quito, Ecuador*

International Business Engineering (7 semesters completed)

Seres de Excelencia — *Quito, Ecuador*

Insurance Technician Certificate

Escuela de Seguros — *Santiago de Chile, Chile*

Diploma in International Reinsurance