



# RISK MANAGER

## OVERVIEW OF KEY DEVELOPMENTAL AREAS FOR YOUR CAREER PATH



### Build on your knowledge and experience

- You may have experience in another area of the industry (i.e. broker / agent, underwriting) or may be leveraging studies in risk management or expertise stemming from another sector (e.g. engineering, transportation, accounting, etc.); your entry point helps set your learning focus – risk management or insurance acumen?
- Grow your capacity to manage accounts independently
- Consider augmenting your risk management expertise in an area of specialization (eg. commercial risk, farms, liability, errors and omissions, property, etc.)



### Explore ways to share your expertise

- Evaluate which 'track' feels in keeping with your career goals- technical specialist or operational leader?
- Consider leveraging your expertise in Loss Control, Underwriting, consulting on wordings, etc.

### ATTITUDES AND CORE VALUES



- Analytical
- Team player
- Influencer without authority
- Relationship builder
- Focus on the customer
- Ethical decision making
- Strategist

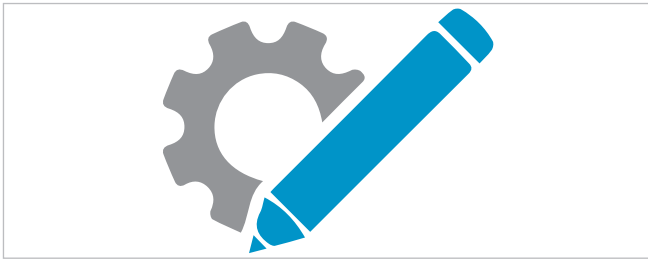


- Consultant
- Technical expert
- Business line specialist
- Operational leader
- Relationship expert
- Conflict manager





KNOWLEDGE



**Build specialized knowledge to help you in the risk management process**

- If coming from another sector, focus on completing your CIP designation – consider electives which deepen your understanding of risk management (e.g. Property Hazards, Marine, Reinsurance, Business Interruption Insurance) or those obtained through completion of a Risk Management Certificate
- Apply learning from your studies, training offered by your company, or on-the-job experience
- Commit to continuing education to help you excel

**Next Steps:**

- Consider the Advanced CIP Certificate and/or FCIP Designation depending on your career aspirations



**Hone your broader operational and insurance knowledge**

- Recognize that your actions and decisions may define policy, claims parameters, or shift focus for your team
- Consider pursuing your Advanced CIP Certificate, FCIP Designation, or supporting your advanced knowledge development through continuing education
- Additional learning in risk financing / accounting, continuity planning or emergency preparedness may prove beneficial

**Next Steps:**

- Recommit to continuous learning and development

SKILLS & EXPERIENCE



**Building on your insurance fundamentals, appraisal expertise and experiences to date**

**Core Skills:** Negotiation; building strong relationships (e.g. underwriting, brokers / agents, claims); initiative; multitasking; business communication

**Key Experiences:** Growing your comfort in recommending appropriate coverages and controls to protect client interests; managing increasingly larger or more complex insurance needs; coordinating the development of a particular facet or strategy included in a client's enterprise risk management plan; supporting new product development / revisions based on experiences in the risk management space; leveraging network to achieve best solution for clients



**Transitioning to technical consultant/leader of a team of risk managers with increased autonomy and decision making power**

**Core Skills:** Strategic thinking; operational leadership; change management; teaching / coaching; conflict management

**Key Experiences:** Developing plans and strategies to mitigate / control / reduce potential impacts of risk exposures at a global enterprise level; providing expert advice to clients, brokers / agents, underwriters, loss control, etc.; leading new product development / consulting on wordings based on risk management outcomes; demonstrating effective management of key accounts; supporting projects implementing new / revised underwriting rules, emergency preparedness / contingency planning, systems, etc.