



DIRECTOR/AVP, COMPLIANCE LIFE & ANNUITY

Client Information

Our client markets & sells variable & fixed annuities, life insurance & investment management products through a variety of intermediary distribution channels, including wirehouses and regional brokers/dealers, marketing general agents, independent planners, bank reps & corporate specialty brokers.

This position requires a strong compliance director, having a minimum of 7-10 years of progressive corporate and line experience in an organization operating in a fast-paced environment.

Location

The position will be located at the client's office in Hartford, CT.

Compensation

A competitive salary and bonus opportunity will be offered.

Position Dimension & Key Responsibilities

- Provide compliance support to life and annuity manufacturing business areas and distribution channels
- Develop, implement and manage the anti-money laundering compliance program for the life and annuity operations, including the monitoring of suspicious activities and assessment of regulatory reporting of such activities, as well as the customer identification program and OFAC compliance
- Serve as product liaison for long-term care regarding product development and administration
- Manage the fraud prevention program for the life and annuity operations
- Manage the life and annuity sales practice activities, including the development and maintenance of monitoring programs for replacements, suitability, misrepresentation, and other unfair trade practices
- Analyze legislation/regulation to determine impact on life and annuity manufacturing operations and facilitate the implementation of compliance plans with impacted areas
- Interpret, research and respond to inquiries from business areas and distribution, developing areas of legislative expertise and act as principal compliance expert for assigned topics
- Responsible for supervising three individuals (one in Hartford and two in Fort Wayne)

Ideal Candidate Profile

- The position requires a strong compliance manager having a range of 3-5 years of progressive corporate and line experience in an organization operating in a fast-paced environment

- Team orientation - "roll-up-the-sleeves" style
- The preferred candidate will possess a strategic and conceptual understanding of the role of the compliance function and excel at its practical application
- Confident, analytical orientation "observe and persuade" style
- Must possess strong negotiating, written and oral communication skills
- An advocate of ideas and issues in a cooperative, non-bureaucratic fashion. An "influencer and catalyst for change"
- Ability to successfully implement recommendations and deliver on project due dates
- Must be viewed as a "knowledge source"
- Good listener and observer who can exert influence and be able to communicate and negotiate effectively with all levels of management
- Pragmatic/problem solver

Qualifications/Experience

- 7-10 years compliance or legal experience
- Functional knowledge of insurance compliance
- 3-5 years of life and annuity experience, management experience
- Must possess Series 6 and 26 credentials
- Some travel involved
- Experience working effectively with regulators
- Knowledge of insurance and securities laws and NASD Rules, and the ability to understand the applicability of those laws and regulations to company products and operations
- Knowledge of products, operations, distribution methods, and culture, especially marketing and sales functions
- Analytical/critical thinking
- Strong written and oral communication skills
- Ability to influence the decisions and actions of all levels of associates and management, especially in weighing business risks
- Legal degree not required, but an added plus