

Business Line manager Agricultural Risk & Climate Resilience

eLEAF is an information services supplier for the agricultural, water management and agri-insurance sectors. We offer a wide variety of satellite-based solutions to our customers, taking up a leading position in the world. Since 2010, eLEAF has been working with re/insurers, brokers, and financial institutes, offering satellite-based index products to support parametric insurance services to smallholder farmers across Africa. We have developed parametric solutions in over 20 countries and for over 15 different crops. In 2021 alone, eLEAF provided 14 parametric products in 6 countries, covering over 200'000 policies and protecting well over 500'000 people. We offer tailor-made products and tools to a wide range of clients such as traders, agribusinesses, financial institutions, governments, insurers and reinsurers.

We are looking for an experienced manager to lead our Insurance Business Line. You will be leading the team that is responsible for developing, selling, implementing, and managing parametric insurance solutions for our clients across the world. You will be working closely with the insurance team to oversee product development, service delivery and project implementation, but also link with eLEAF's operations and research teams to coordinate where necessary. You will be responsible for further developing and implementing eLEAF's insurance roadmap, which includes expansion of the range of index products we offer, the technical development agenda and the business development strategy.

Your responsibilities will include:

- Manage the insurance team
- Development of the roadmap towards product diversification, and sales expansion
- Business development strategy
- Identify key funding opportunities and assist in writing proposals
- Project Management, and backstopping and guidance for all projects implemented in Business Line Insurance
- Travelling (10%) and representing eLEAF at events and conferences

Your profile:

- Background in risk management/finance/parametric insurance;
- Strong affinity with the agriculture/commodities/food & beverage sectors;
- Keen to work on improved climate adaption and/or resilience in the agricultural value chain;
- At least 5 years of relevant experience in leading teams or projects in Public-Private partnerships
- Experience with multi-stakeholder business models
- Strong written and verbal communication skills in English, any other language is a plus
- You have strategic and analytical insight and enjoy taking the lead
- A passion/interest for:
 - Financial inclusion in developing countries
 - Increasing resilience to climate change
 - Sustainability / traceability in international production/value chains
 - Technology for innovation in agriculture risk management

We offer a challenging and diverse job in a low bureaucracy working environment. We offer flexible working hours (hybrid) for a good work-life balance. We offer a competitive salary and a full pension scheme. The job is full time, preferably 36-40 hour per week. You will need to be resident and entitled to work in the Netherlands.

Please submit your application as soon as possible to Joske Borsboom at joske.borsboom@eleaf.com. Please include a motivation letter with your CV.

eLEAF is an equal opportunity employer and fully subscribes the principles of equal employment opportunities to ensure that all applicants and employees are considered for hire, promotion, and job status without regard to race, skin color, religion, sex, national origin, age, disability or sexual orientation.