

## Announcement from Goodman Masson

29 June 2012

### Matt Bullock, Associate Director, Interviewed by eFinancial on Why Insurance Divisions are Becoming More Selective on Hires

Matt Bullock, Associate Director, was interviewed by Paul Clarke earlier this week for an [article](#) titled: “*There are a lot of jobs being created in insurance solutions teams. But banks are choosy as to who they will hire*”

Banks are recruiting both sales and structuring roles for their insurance solutions and asset management divisions. The article explores the recent trend of increased scrutiny in candidates.

Bullock shares a story about one of his clients, who despite going through the early stages of the recruitment process and after months of interviewing candidates, decided to transfer someone internally due to the quality of people in the market. This is a scenario which is being played out time and time again.

Bullock was quoted as saying; “A caveat to all this is that these teams are still relatively small – around ten people in a large investment bank – and the pay is no better than other areas of investment banking as associates can expect around £75k and VPs £80-120k.”

Matt Bullock oversees our specialist non-traditional actuarial recruitment division which serves; investment banks, asset managers and investment consulting firms.

Bullock has over 16 years experience in recruitment with the last seven being in actuarial. [Contact Matt Bullock](#) if you are looking for your next role in actuarial or if you are line manager looking to hire.



The screenshot shows the eFinancialCareers website interface. At the top, there's a navigation bar with 'Home', 'Find a job', 'News & advice', and 'My eFC'. Below that, the main heading is 'Job News & Advice'. There are several filter tabs: 'United Kingdom', 'World', 'Advice', 'News & Analysis', and 'IT in Finance'. Underneath, there are sub-tabs for 'Insight', 'Job Market', and 'Pay'. The featured article is titled "There are a lot of jobs being created in insurance solutions teams. But banks are choosy as to who they will hire" by Paul Clarke, posted "About a day ago". The article includes a photo of a person standing on a city skyline and a text excerpt: "In the current climate it can pay to have a niche skill-set and it's certainly important to work in an area where strong growth is still expected. One such area is the insurance solutions divisions of both investment banks and asset managers. Insurance and reinsurance firms are, of course, subject to a variety of risks, and it's the job of the insurance solutions teams of banks and asset managers to provide ways to hedge against this. Banks are recruiting for both sales and structuring roles in these divisions, to advise insurance firms on creating structured products such as catastrophe bonds and reinsurance sidecars."

[View](#) article in full.

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#### About Goodman Masson:

Goodman Masson is the largest Independent financial recruiter in the UK and has been recruiting professionally qualified accountants and other finance professionals for almost 20 years. With a team of over 140 Managing Consultants, Goodman Masson holds annual revenues exceeding £29 million and has obtained an impressive client portfolio ranging from small entrepreneurial start ups and SME to 67 of the 100 FTSE corporations.

An award winning recruitment firm, Goodman Masson has been named “*Best Small Company to Work For*” by The Sunday Times for two consecutive years and are recipients of numerous industry awards such as: ‘*Recruitment Company of the Year*’ by APSCO, ‘*Best Professional Services Recruitment Company*’ by Recruiter Magazine and in 2010 was awarded ‘*Growth Company of the Year*’ by Recruitment International.

#### For further information contact:

Melissa Meadows, Marketing Communications Manager  
Direct line: +44 (0) 20 7324 0530  
[melissa.meadows@goodmanmasson.com](mailto:melissa.meadows@goodmanmasson.com)