

Ben Qin

Head of Asia Pacific - Descartes Underwriting

Skills & experience

Climate and emerging risks reinsurance leader with expertise in AI-driven underwriting, market expansion, and alternative risk transfer across Asia Pacific. Ben can support you in strategic relationships, communication and influence, innovation and creativity, learning and growth, and adaptability.

Ben Qin is a qualified actuary and regional leader who serves as Head of Asia Pacific for Descartes Underwriting, a global corporate MGA/insurer working exclusively with brokers to protect corporate and public sector clients against climate, cyber, and other emerging risks. Based in Sydney, Ben oversees Descartes operations across all APAC markets, providing tailored solutions to meet the evolving needs of brokers and their clients.

Ben brings 18 years of experience in the insurance sector across Asia Pacific. He led the establishment of Descartes' Sydney office in 2021, followed by the launch of the Hong Kong and Tokyo offices two years later, demonstrating his capability in market development and expansion. Prior to joining Descartes from Marsh, Ben spent his career structuring and placing innovative Alternative Risk Transfer solutions across Asia-Pacific for insurers, large corporates and captives.

At Descartes, Ben works at the forefront of AI and data analysis, utilising cutting-edge technology combined with new generation data sources including machine learning, real-time satellite imagery, and IoT monitoring to model, assess, and manage risks. His focus includes weather-exposed segments such as agriculture and aquaculture, food and beverage agribusinesses, and the energy sector, helping businesses bounce back faster against natural catastrophes and emerging risks.

Ben participated in last year's mentor program and found it a valuable two-way learning experience. He is motivated to continue participating because he learns from his mentees as well as providing guidance, reflecting his belief in the mutual growth that mentoring relationships can offer.

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