

Patricia Berry

General Manager Retail Business - Hannover Life Re of Australasia

Skills & experience

Life reinsurance executive with expertise in client management, business development, pricing, and innovation across retail advice and direct channels. Patricia can support you in strategic relationships, communication and influence, direction and purpose, initiative and drive, and commercial acumen.

Patricia Berry is a qualified actuary and experienced leader who serves as General Manager of Retail Business at Hannover Re. With over 25 years in life reinsurance client-facing roles, including 13 years with Hannover Re, she has built comprehensive expertise in managing complex client relationships and driving sustainable business growth.

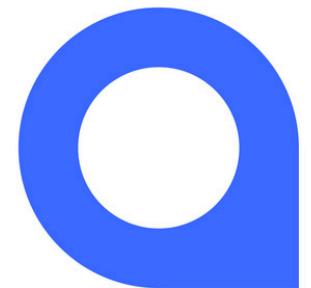
Patricia is responsible for overall client accounts in individual business. Her primary objectives are to develop sustainable business with clients, actively manage the accounts, and maintain trusting partnerships. This executive role requires commercial acumen, active stakeholder management and the ability to execute transactions.

Her experience spans both the retail advice channel and the direct channel, giving her firsthand understanding of the diverse challenges faced by insurers. These include regulatory obligations, customer retention, and the need to deliver a smooth and fair customer journey. This comprehensive perspective enables her to provide practical guidance on balancing commercial objectives with customer outcomes and regulatory requirements.

Patricia is passionate about sharing her insights and experiences to help others achieve their goals more efficiently. Having spent many years in the life insurance industry, she believes that many challenges in work and career have universal themes, and she is keen to share ideas that can make a meaningful difference for emerging professionals navigating similar challenges.

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