

We make your world a safer place



Honest & Upfront  
Easier together  
Act & own it  
Reimagine today  
Treat everyone fairly



iag

## Manager, CTP Pricing

Product, Pricing & Governance. RIA Australia

### Role Purpose & Context:

How the role makes a difference and supports IAG's Purpose.

At IAG, our [purpose](#) is to make your world a safer place. We are customer led and data driven and believe we have important responsibilities to enable the communities and people we service to be safer, stronger and more confident. In order to deliver on this purpose, we expect our people to demonstrate the [IAG Way](#), take reasonable care for their [Health & Safety](#) and to celebrate and respect [diversity](#) in all its forms.

### Role UVA:

The purpose of the role and your unique contribution is to determine the pricing strategies for CTP products in RIA in order to deliver on brand strategies and profit targets whilst managing design and implementation risks and alignment to IAG risk frameworks and regulatory requirements. The role will be responsible for determining the strategy to design and deliver best practice pricing capability in IAG. The role includes liaising with state regulators through the rate filing process. The role is also responsible for managing technical model design and implementation risks and alignment to IAG procedures including Pricing Principles and the Group Model Integrity Policy.

### Your Key Role

#### Accountabilities:

- Design and deliver on a best practice technical modelling approach for CTP products in IAG - Ensure IAG's technical models use world leading modelling practices and make full use of the data and IP of IAG
- Determine go to market pricing strategies for CTP products and overlaying strategic and commercial considerations
- Collaborate with business stakeholders, including portfolio managers, to agree go to market prices
- Engage with state regulators around the rate filing process and financial projections
- Ensure CTP pricing models and algorithms meet requirements of applicable frameworks including company, professional and regulatory obligations
- Design and deliver best practice pricing capability including ways of working and pricing techniques, working with the broader pricing leadership team
- Lead a high performing dedicated analytics team - Lead and nurture a team of analytics professionals to develop their career.
- Drive pricing innovation - Have a constant focus on developing best practice, including externally and overseas. Work across the business to ensure innovation is implemented.
- Design and embed a best practice technical model governance framework, ensuring technical models are built robustly and adhere to IAG risk appetite

---

Your IAG  
Accountabilities

- Demonstrate the IAG way, by role modelling our purpose, ready for anything mindset and heart values (honest & upfront, easier together, act & own it, reimagine today, treat everyone fairly).
- Conduct business in accordance with IAG Code of Ethics and Conduct.
- Actively engage in IAG's risk management practices to ensure compliance with IAG's policies and frameworks and legal and regulatory requirements.
- Support the Safety & Wellbeing of teams and individuals.
- Role model inclusion and respects and celebrates diversity in all its forms.

---

**Experiences, Capabilities & Qualifications**

---

Required Experience,  
Capabilities & Skills:

- Ability to manage complexity and problem solve
- Expert ability to communicate complex, quantitative analysis in a clear, precise and actionable manner
- Expert in negotiation; great influencing skills
- Advanced experience leading a team of leaders who in turn direct analytical experts
- Strong focus on risk management

---

**Stakeholders & Relationships**

---

- Direct Manager: EM, RIA Pricing
- Manager Once Removed: EGM, Product Pricing & Governance
- Direct Reports: Pricing Specialist & Analyst roles

---

**Internal Use: Additional role Information**

---

Theme of Work:	Service
Role Type:	Manager
Job Family:	Actuarial and Statistical
IAG Core Capability:	Leadership Strategic Mindset Customer Focus Vision and Purpose Manages complexity Communicates Effectively
Career Level:	APAP5