

ELBA

A Day in the life of...



Simon Jackson
Head of
Commercial Property,
Beazley

MY ALARM GOES OFF...

I wake at 5.15am or 5.30am depending on whether I go to the gym or not before I start work. I get the 6:00 or 6.30am train from Beaconsfield into Marylebone and then the tube across to the City. I like to wear suits (a traditionalist and because our clients from overseas like the formal attire worn in the City). The journey to and from work is one of the less interesting aspects of the role. I used to live in the City with a shorter commute which I miss sometimes. I love getting into the office early (7.30am) so I can work uninterrupted and find it is my most productive part of the day.

I'M RESPONSIBLE FOR...

I have a team of 15 in London, Singapore and New York. My team is responsible for writing around \$200m of premium income. We write Property Insurance, so we are worried about fires, earthquakes, wind-storms and floods. We insure large corporations across the world, names like Hilton

Hotels, Boeing, Toyota Motors. We interact with brokers (a person or firm who arranges transactions between a buyer and a seller for a commission when the deal is executed), who convince us that their clients are risks we should take on. We set premiums we think are an equivalent with their exposure and hope the premium we charge is higher than the claims we pay!

I GOT MY JOB...

I went to Nottingham Trent University (got a 2:1) and read Economics. My A-Levels were ok, not great. Academically I was not amazing and often think if my CV landed on my desk today, it may not pass the test. I worked in a law firm but got introduced to a friend of one of the law partners who convinced me to join his team in insurance. I was always interested in Lloyds of London

– my sister and uncle worked there. It seemed a sociable place to work and there was a good balance to work and life, with a decent upside of making some money.

AT SCHOOL I STUDIED...

I studied German, Geography and Economics for A-levels. I wanted broad subjects that kept my options open as at the time I didn't know what I wanted to do. I would say it is ok not to know what career you want, just keep your options open



Financial
Services



Head of Commerical
Property

and choose things you find interesting, that you enjoy and are good at.

I grew up in Switzerland so that's why I chose German. It has been useful to have knowledge of a language. It can help when you meet people and impress them with talking in their language rather than expecting them to talk English.

MY TYPICAL DAY...

I work better in the morning, although now I run a team in New York my day has extended to allow for the time difference. Prior to Covid I would travel once a month to the US which I enjoyed but over time it gets less glamorous. A usual day in the office is as follows: I have a 7.30am start at my desk, then a team meeting at 8.30am, followed by internal meetings and client meetings until 11.30am. I go to Lloyds of London to trade and underwrite risks we are shown, then I have lunch for an hour, typically at my desk but sometimes with clients or brokers. I have a sandwich but

often get sleepy post lunch if I eat too much. There is plenty of fruit around in the office so try and eat my 5 a day. Lloyds again in the afternoon from 2.30pm until 4.30pm. Then invariably meetings at 4.30pm for an hour, then catch up on all my emails and clear the desk before leaving at 6.30pm just in time to get home at 8pm to kiss my kids to sleep!

THE KEY SKILLS I USE IN MY JOB...

Analytical skills, negotiation skills, personable skills, leadership skills. I have to use different hats on for trading and internal meetings. For trading with brokers you have to be forthright and firm, which does not work well with team mates. It's always good to check yourself before walking into a meeting to determine who the audience is and what you want the outcome to be. Different people respond to different styles and it's good to be able to adapt to the situation you are in.

THE BEST PART OF MY JOB IS...

Meeting people from around the world, hearing about their businesses. I like travelling – doing business in the US, Japan, Mexico and Europe are all very different – it's rewarding to be able to gain such broad experiences from a client focused role. In more recent years I have really enjoyed seeing my team develop, letting them do more and challenging them just like I was.

THE WORST PART OF MY JOB IS...

Not spending enough time with my kids. I work pretty hard, so weekends are really important. It's also a shame to leave them when I travel, although it helps

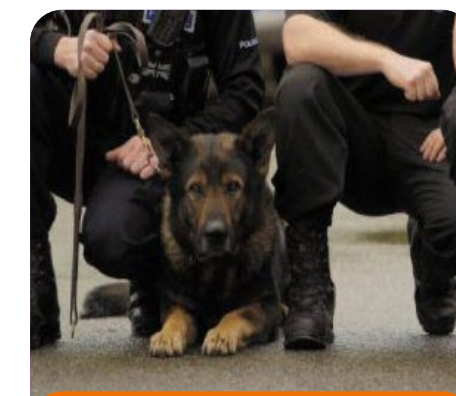
to have FaceTime these days and I call every day.

MY ROLE MODEL GROWING UP WAS...

It sounds silly, but I was always impressed by the commitment and determination of sports players – the likes of Steve Redgrave, David Beckham and Phil Knight (the founder of Nike). They were not naturally the best at their sport, but through hard work they became the world's best. There is nothing like hard work. If you work hard, you will achieve.

AFTER WORK...

I get home around 8pm if I don't have a client dinner. I read with the kids and tuck them in. My wife & I then have dinner, catch up, watch the news and go to bed by 10.30pm. We are a bit boring during the week. I find an early night and good sleep is key to good performance.



MY PLAN B...

I wanted to be a Police Dog Handler. Failing that I would have ended in Law. I decided not to do that as I would have worked in a regional office (not in London) and would have had limited contact with clients. I wanted a fast paced, interesting job with lots of variation. I was lucky to find it.

