

Celine Tan

Director, Business Development | Asia



How long have you worked at Pacific Life Re?

I have just crossed my one year mark at Pacific Life Re, with a third of that time spent working from home due to Covid-19.

What range of tasks would your role see you working on in a regular work day?

On a regular day, I will have discussions with our Product Development team on product and campaign ideas and with the Pricing & Underwriting teams on client quote requests. I will have chats with clients on their needs, market happenings, and also follow up on treaty queries. My other work includes furnishing information for internal management reports.

On certain days, I will be delivering presentations to clients on product initiatives with a colleague from the Product Development team. These would sometimes end with a drink with clients to debrief the next steps and deepen the working relationship.

What opportunities for career development have you had so far?

I value the on-the-job development in this role; for example the opportunity to present income protection strategy to our management team, as well as the dedicated guidance from my manager and team mates on numerous aspects of reinsurance, to better support clients.

What is the one thing that you look forward to when you come in to work in the morning?

I really look forward to (and currently miss) the casual discussions I have with our Product Development team on product opportunities, market trends, and new product concepts. I also enjoyed the ad-hoc pantry chats with colleagues from other departments.

What advice would you give a junior who might be embarking on a career like yours?

You do not have to be an extrovert to be in a business development role. Understand the market, build your network and stay connected to the happenings in the insurance industry.

“I value... the dedicated guidance from my manager and team mates on the numerous aspects of reinsurance”

