

As a new recruit you will interact with clients from day one. Good written and verbal communication skills are essential for success in the work that we do.

## 4 Who we wish to recruit

### 4.1 What we are looking for

- Professionalism and integrity.
- The ability to apply judgement, initiative and lateral thought to problem-solving.
- Enthusiasm, drive and output orientation. Commercial awareness and business interest. Good communication skills. Proven academic ability. Excellent time management skills. Firm intention to qualify as an actuary.

We are interested in graduates with these skills who intend to pursue an actuarial career and who are available for permanent employment from 2013.

### 4.2 Academic qualifications

Most of the graduates that we recruit have completed an actuarial science degree at an undergraduate or Honours level. However, we will consider a student from any quantitative field who wishes to pursue an actuarial career and who intends qualifying as an actuary.

*It has been said that an actuary who is just an actuary is not an actuary.*

You may have heard it many times in your studies, but understanding the broader economic and commercial environment is critical to solving any actuarial problem. We will be looking for individuals with broader business knowledge, who can think out of the box to deliver the quality solutions that our clients seek.

## 5 What can you expect from AIMS?

- A highly professional, team-orientated working environment.
- Working closely with actuaries on a daily basis.
- Mentoring process – easing the transition from student life to the working world.
- A supportive and flexible study policy.
- Exposure to a wide range of clients and a variety of work opportunities.
- Overseas working opportunities.
- A commitment to excellence and career development.
- A friendly and fun work atmosphere.
- To be challenged!

## Some of our clients:

Old Mutual, Sanlam, Channel Life, Charter Life, Liberty Life, Liberty Active, Momentum, Metropolitan, Discovery Life, Discovery Health, PPS, Santam, Mutual & Federal, Swiss Re, Hanover Re, Barclays Bank, Capitec Bank, ABSA, First Rand Group, Standard Bank, Telkom, Transnet, Dimension Data, Barloworld, Kumba, Advantage Asset Managers, Murray & Roberts, Paarl Media, Naspers, Lewis, Medscheme, Swaziland Development Finance Corporation, Royal Swazi Insurance, Swaziland Central Bank, Woolworths Financial Services, Safican, Namibia Health, Vodacom, Guardrisk... (and many more)

## 6 How to apply

To apply for a position with AIMS, we require you to:

1. Prepare your CV and obtain your most recent academic transcript from the university. They can be sent through separately if necessary.
2. Collect and fill out a PwC AIMS application form. They can be collected from the Careers Office or requested from shareefa.desai@za.pwc.com.
3. Send all of the above to us in one of the following ways:  
Mail to Shareefa Desai at: PwC AIMS recruitment, PO Box 2799, Cape Town, 8000  
Fax to Shareefa Desai at: +27 21 814 2512 or email shareefa.desai@za.pwc.com

The deadline for applications is midnight on Tuesday, 31 July 2012.



- Mark Claassen is an actuary (FIA 1988) and the Director of the Actuarial and Insurance Solutions (AIMS) practice of PwC in South Africa.
- He has over 20 years experience in financial services in South Africa, mainly in life assurance, derivatives and quantitative risk management.
- He was professor of actuarial science and quantitative risk management at Stellenbosch University for 6 years.

# Looking for a challenging actuarial career?

## Actuarial and Insurance Management Solutions



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“receiving continuously, increasing benefits from the time you are selected”



# 1 Who we are and what we do

## 1.1 The AIMS team

Actuarial and Insurance Management Solutions (AIMS) is a global team within PwC which provides cutting-edge actuarial and financial consulting services to a wide range of clients.

Globally, the AIMS network employs over 1,000 specialists in 36 countries providing life, health and non-life assurance and advisory services to the insurance industry, regulators and other financial services providers.

In South Africa, AIMS comprises of a small, professional team of consulting actuaries and students. AIMS currently has 17 members in Cape Town, and 14 members in Johannesburg, with a total of 10 qualified actuaries.

Small size team → Access to sophisticated actuarial expertise  
→ Accelerated advancement

We provide a challenging environment that offers diverse opportunities for the outstanding few with the drive and ambition to reach their potential.

## 1.2 Fields and types of work

Locally, AIMS consists of a team of professional staff working in the Southern African financial services arena. Our experience is concentrated in the life insurance industry, with additional expertise in the health, short-term insurance, employee benefits and asset management markets.

In particular, we have significant experience in the areas of:

- M&A and capital structuring;
- Risk & capital management;
- Financial modelling;
- Financial reporting;

“During my time at AIMS I have worked in banking, life insurance, investments, general insurance, derivatives, pensions and healthcare and have worked with almost all of the large financial services companies in South Africa. I do not know of any other employer that can provide the kind of work diversity and industry exposure that you get at AIMS.”

- Colin van Son, FIA, 1999 Tuks graduate, joined AIMS in 2004



- Actuarial process improvement and actuarial governance;
- Strategic review and market entry;
- Regulatory solutions;
- Embedded value services; and
- Attest, including forensic actuarial.

Apart from advisory projects, we also regularly assist PwC audit teams by providing a range of assurance services for leading South African insurers and banks.

## 1.3 More about PwC...

A global organisation, energetic, open-minded and continually developing.

As the world's biggest professional services firm, PwC is extensively represented both locally and internationally. Big as we are, we recognise each of our employees as an individual with knowledge, potential and diversity. The way we work with one another and with our clients reflects both our collective culture and your uniqueness. By joining a firm of our size, not only will you have the opportunity to gain international experience, you will also:



“AIMS has given me the opportunity to work and make friends in three continents, impress clients with great solutions on a range of insurance and business issues and study further in areas that interest me. Most of all, I have enjoyed being part of building a fantastic business and respected brand with colleagues so that each year is better than the last.”

- Antonie Jagga FFA, 2008 WITS graduate, joined AIMS in 2009

- Be exposed to our prestigious client base; Work on a variety of client assignments;
- Benefit from our huge investment in training and technology;
- Gain instant access to a global network of professional staff with specialist knowledge and skills;
- Work in groups made up of people from different cultures but with the same aspirations as you; and
- Be treated as an individual whose contribution to the firm's success will be noticed and rewarded.

# 2 What makes working at AIMS different from working for a life insurance company?

## 2.1 Working closely with qualified actuaries on a regular basis

As an analyst at AIMS, you will be exposed on a daily basis to the expertise of internal actuaries, senior client personnel and industry leaders.

## 2.2 Diversity of work and continuous challenges

As an analyst at AIMS you will be exposed to a wide spectrum of work opportunities involving a broad range of industries and clients. This not only provides you with an invaluable base of experience on which to build your career, but also gives you the opportunity to discover where your true interests lie. Over time, the size and flexibility of our team will allow you to focus on the areas you enjoy most and become a leading expert in your chosen field.

“My favourite part of working at AIMS is the exposure I get to dealing with clients, from small insurers to large listed companies, in South Africa and abroad. From my first year at AIMS I was afforded the opportunity to deal directly with senior people within the financial services industry giving me the chance to not only grow my technical skills, but my management abilities and professional networks as well.”

Renasha Govender, 2005 UCT graduate, joined AIMS in 2006



You will always be challenged at AIMS. The variety of work, constantly evolving work environment and new responsibilities will ensure that you are always learning and growing your professional skill set.

## 2.3 Travel opportunities

As part of the global AIMS network, you will be given opportunities for international travel within the firm. Most members of our team have participated either in international conferences or overseas projects during their careers with AIMS.

## 2.4 Studying for exams and qualifying as an actuary

It is important to us that you qualify as an actuary. We have a comprehensive study support programme in place and provide ample financial support and study leave to assist you in achieving your academic objectives. Students are given the opportunity to take regular study leave days and more consecutive days (a block) right before the exams.

“Advisory projects are exciting, challenging and diverse, but the audit work has allowed me to develop a thorough understanding of how valuations are performed and of reporting standards. Audit work also gives me good exposure to, and knowledge of, a wide range of clients, as well as awareness of key issues affecting our industry.”

Christiaan Nel, FIA, 2001 Stellenbosch graduate, joined AIMS in 2004



The work experience you will get at AIMS will be invaluable, particularly in attempting your final exams.

We also have a mentorship programme in place to help you develop your skills in all important areas, to assist with completing the work based skills requirements of the Actuarial Profession, and to help you progress through the exams.

We encourage active involvement in the profession and endeavour to assist you in becoming a well-rounded professional actuary.

# 3 What sets us apart from other actuarial consultancies?

A greater variety of work opportunities. Working with experienced actuaries on a daily basis and scope to progress quickly in your career. Commitment to excellence, teamwork and being on the forefront of new ideas. A flexible and dynamic work environment. Access to an elite global network of actuarial expertise.