

MIG International Ltd · Careers · Credit Enhancement Team · Dubai, DIFC

Political Risk Insurance (PRI) & Guarantee Broker / Relationship Manager

Places the insurance and guarantee cover that turns emerging-market project risk into bankable, ratable exposure

Location	Dubai, DIFC (primary base) — remote consideration for exceptional candidates based in New York or London, with regular travel to Dubai
Reports to	Chairman & CEO
Employment Type	Full-time, permanent
Seniority	Senior — minimum 8 years in political risk insurance or trade credit/guarantee placement

Role Purpose

This role places and manages political risk insurance, insurance wraps, and credit guarantee cover across MIG's bond mandates, working directly with insurers, brokers, and guarantor institutions to secure the coverage that underpins each deal's enhancement stack.

Key Responsibilities

- Source and place political risk insurance and insurance wraps for MIG's project bond mandates, covering expropriation, currency inconvertibility, political violence, and payment default risk as required.
- Manage broker relationships (Marsh, Aon, or specialist political-risk boutiques) and negotiate placement terms on MIG's behalf.
- Coordinate with MIGA, GuarantCo, and other guarantor institutions on cover availability, pricing, and allocation for specific mandates.
- Assess and advise on the cost/benefit of insurance-based enhancement versus direct collateral (SBLC, treasuries) for each deal.
- Maintain MIG's relationships with underwriters and guarantor institutions on a standing basis, independent of any single deal.
- Work alongside the Credit Structuring & Rating Advisor to ensure insurance placement timelines align with each deal's rating and issuance timetable.

Required Qualifications & Experience

- Minimum 8 years in political risk insurance, trade credit insurance, or guarantee placement, ideally with direct emerging-market project finance exposure.
- Established working relationships with at least two of: MIGA, GuarantCo, major PRI brokers (Marsh, Aon, Willis), or monoline/PRI insurers.
- Understanding of how insurance and guarantee cover interacts with rating-agency criteria for project bonds.
- Fluent English; regional language skills relevant to MIG's footprint (Africa, Gulf, Asia, Latin America) an advantage.

Desirable

- Direct placement experience on African or Central Asian infrastructure/energy project financings.
- Prior role at a PRI broker, underwriter, or multilateral guarantee institution.

Key Competencies

- Strong external relationship management — this role is largely built on standing market relationships rather than one-off transactions.
- Commercially rigorous in negotiating placement terms and pricing.
- Able to work to deal timetables set by structuring and legal counterparts.

Apply via the Careers page at mig-corp.com. MIG International Ltd, a Dubai-based international investment and project finance group, is an equal-opportunity employer. This description is indicative and does not constitute an offer of employment.