



# Greg Fowler

**Profile:**

An individual who imparts innovation and motivation across all levels of the organisational sphere.

Objective focused, capable of determining, leading, and aligning targeted strategies with a logical, yet lateral mind-set. I carry the distinct benefit of a global perspective having been employed in the US, Australia, New Zealand, Fiji, and supporting World Bank initiatives in South-East Asia.

This experience provides an invaluable platform from which to consider a broad menu of solutions to any given situation. The capacity to identify risk and opportunity, partnered with the knowledge base on how to best manage them in line with targeted strategy, makes me a unique commodity.

## Career Summary:

**Director – Risk Financing Solutions** (Apr 2020 – Current) – Crisis and Disaster Risk Finance Consultant to the World Bank

**Ministry of Business, Innovation & Employment** (Aug 2014 – Mar 2020) - Manager – All of Government Risk Financing and Insurance - Senior Commercial Leader - Insurance NZ

**Department of Corrections** (Aug 2010 – Aug 2014) - Portfolio Manager – Risk & Insurance

**FMR Risk** (Jan 2009 – Aug 2010) - Regional Manager – Risk Management

**Marsh Fiji** (Nov 2007 – Jan 2009) - Country Operations Manager (Secondment)

**Marsh Australia and New Zealand** (Jan 2006 – Nov 2007) - Principal - National Manager – Client Retention - National Practice Leader – Government Entities

**Marsh US** (Washington DC) (Sept 2003 – Jan 2006) - Client Advisor (specialising in Federal Government contractors)

This position required high level security clearances and the provision of risk-based advice surrounding classified activities associated with the Iraqi Conflict.

Prior to 2003:

- Various positions in the Risk & Insurance Industry
- Self Employed as a Personal Trainer (1994-1996)
- Sedgwick Limited (Broker/Account Manager 1987-1994)

## Referees

Referees and references will be made available upon request.

## Key attributes

**Solution Focused:** I approach challenges with a focus on solutions and use challenges to deliver continual improvement.

**Relationship Management:** I have an intuitive capacity to explain complex issues in a manner which builds confidence and collaboration across all levels of an organisation. Bottom-line: the customer matters.

**Communication Skills:** Hand in hand with Relationship Management, I am experienced in all forms of interpersonal communication and pride myself in my ability to deliver timely, accurate and well considered thought and people leadership.

**Sound Judgement:** My extensive experience (globally, commercially and in and across the Government Sector), along with a natural capacity for lateral thinking, enables me to pre-empt risks, consider issues and enhance opportunities with sound and reasoned judgement

**Self-Management:** I am a self-motivated, conscientious person who works well in both a team and individual environment.

## **Career History Key Aspects:**

### **Director – Risk Financing Solutions: Crisis and Disaster Risk Finance Consultant to the World bank**

- Key contributor to the SEADRIF risk financing technical assistance initiative
- Disaster risk financing advisor to the Governments of Indonesia (ABMN Program) and Cambodia
- Co-designer of the Pacific Power Association's mutual assistance program fund
- Co-designer of the SEADRIF Public Asset Insurance Program Diagnostic Tool
- Disaster Risk financing advisor to the Government of the Philippines.

### **Ministry of Business Innovation & Employment (MBIE)**

Thought and subject matter leadership with regards to New Zealand government risk financing and insurance, including:

- Engaging with leadership across government and industry (including Chief Executives, the Treasury and Ministers) to articulate the benefits of well-considered innovation.
- Educating government agencies and industry towards improved risk management and risk financing practices.
- Driving interaction with other jurisdictions with the objective of adopting lessons learned.
- Designing the New Zealand Government Procurement & Property (NZGPP) risk financing and insurance category market approach and solution strategy.
- Utilising procurement best practice to arrive at collaborative solutions that deliver significant financial and non-financial benefits.

### ***Designing and leading an actionable all-of-government Alternative Risk Financing (ARF) strategy, including:***

- Designing (via a professional project management approach) a world class ARF solution that will improve risk management practices across government while also achieving savings.
- Drafting a Better Business Case (BBC) detailing the opportunities available to government, as well as the best means of implementation.
- Presenting and explaining this opportunity across government, including at the Ministerial level.
- Leading preparations for concept implementation in 2020, including a change management process that is realistic and achievable.

## **Achievements**

Published Mainstream Author

Winner of the inaugural Department of Corrections Gold Award for 'Making a Difference'. This related to leadership and direction associated with the impact of the Canterbury Earthquakes

(2012) Management of Risk Practitioner Qualification (UK)

(2012) Prince 2 (Project Management) Practitioner Qualification

(2013) Associate Diploma in Risk Management (US)

(2005) US Licensing Exams (Insurance)

(2003) Critical Thinking (Massey University Extra Mural Paper)