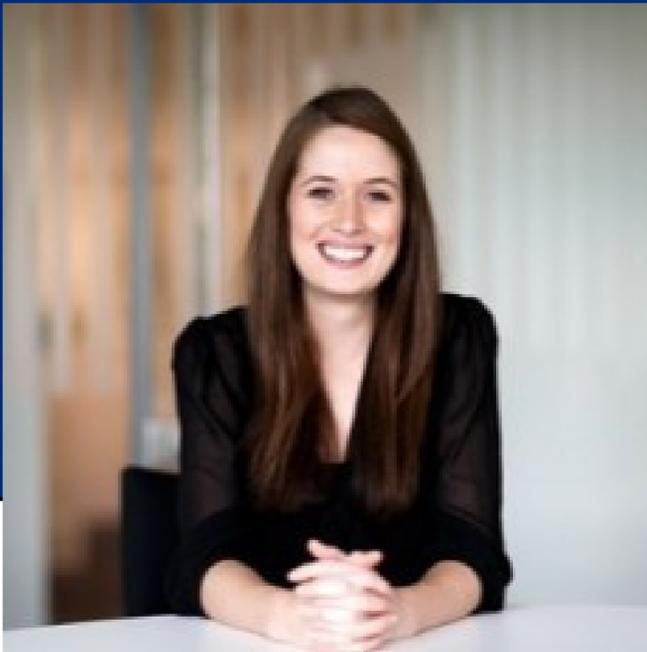


MEET OUR GRADUATE

LISA ALLAN



I joined Marsh's Graduate Programme three years ago and I work within Marsh's Energy team which means I spend most of my time talking to clients and working on the design, pricing, and placement of my clients' insurance solutions. My client base varies from multinational companies to small oil and gas companies, and renewable energy companies. When required I will also go broking in the insurance market although in my role as a client executive my main job is talking to clients rather than going to the "market". I also get to work on client projects with various other teams within Marsh.

I enjoy the fact that my days are quite varied. There are always new products or projects that you can be involved in developing and working on which keeps the role interesting and provides a different perspective. Every client is different and therefore their requirements are different. Getting to understand their needs and then tailoring the services that we provide to them is really rewarding.

Building your network within Marsh gets a kick start when you join as part of the graduate scheme. You get to know other graduates who work in different departments, and they are great contacts for when you need their knowledge and experience in an area other than the one that you work in. Within Energy we work with other teams a lot so this has been really beneficial for my role. Marsh is also great at setting up opportunities for the graduates to meet with Marsh senior executives which helps increase your profile and gain a better understanding of other parts of the company.

My job allows me to travel a quite a lot and I've been to Norway, Israel, and Denmark regularly. During these trips I've been lucky enough to play frisbee golf in a Norwegian forest, ride a segway, take a trip on a speed boat through a fjord, and to go to the Ladies Wimbledon Final on Centre Court.

My advice is to be yourself so that you get placed in a team that suits you and your personality. You get selected by the business leader for each of the departments that are going to have a graduate for that year. They look at who you are and whether you will fit into the team as much as they do your experience and skills.