

Vacancy at Prima

Underwriting & Product Lead - Spain

prima



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Requirements

- Over 5 years of experience
- In motor insurance or consulting
- Ideally with understanding of underwriting, risk and antifraud
- Proven leadership driving impact through cross-team collaboration and innovation
- Tech-savvy, comfortable with data tools
- Strong problem-solving skills
- Fluent in English

 **Madrid**

Prima is a leading insurtech revolutionizing automotive insurance with advanced digital solutions. The Underwriting & Product Lead will drive product development, strengthen antifraud measures, and optimize underwriting processes, playing a vital role in shaping business strategy and advancing innovation.

About Prima

Prima is a prominent insurance technology company founded in Italy in 2015, with a strong focus on the automotive sector. Since its inception, it has redesigned the insurance sector through a fully digital platform covering the entire value chain. Built on a solid technological foundation and advanced data science, the company developed its platforms from scratch, enabling smooth policy management and claims processing. This approach helped Prima become the market leader in Italy's online motor insurance segment in 2020. Since then, its customer base has grown rapidly, rising from one million in 2020 to over four million in 2024.

Backed by prominent investors including Goldman Sachs, Blackstone, and The Carlyle Group, Prima continues to accelerate innovation and expansion within the insurance sector. In 2021, the company diversified its portfolio by introducing Home and Family insurance, advancing its goal to become a one-stop provider of comprehensive insurance solutions. Since launching its international expansion in 2022, Prima has established operations across Italy, the UK, and Spain.

As part of its international expansion, Prima is strengthening its team by hiring a Underwriting & Product Lead. This role will be responsible for designing portfolio management strategies, developing antifraud measures, and optimizing underwriting processes to balance profitability with customer experience.





Underwriting & Product Lead – Spain

The Underwriting & Product Lead will bridge data, risk, and innovation to improve underwriting performance and drive antifraud solutions that protect the business and enhance the customer experience. Reporting to the Head of Pricing & Underwriting and working closely with Data Scientists, they will refine portfolio strategies by optimizing underwriting and improving risk selection using data-driven insights. The Underwriting & Product Lead will collaborate closely with global teams to deliver market-leading solutions. Creating competitive insurance products that balance risk, customer needs, and profitability will be key, while ensuring all offerings comply with guidelines and regulatory standards.

The role includes promoting advanced analytics, and integrating innovative external data sources. A tech-savvy mindset is essential, along with familiarity with data tools and basic coding concepts, even if not used directly day to day. Additionally, the successful candidate will excel at outsmarting fraud by anticipating emerging threats through continuous cross-functional collaboration. They will also negotiate strategic partnerships and measure their impact to boost underwriting capabilities.

Strategic & Cross-Functional Leader

This role is designed for a business-minded professional with adaptability and a continuous improvement mindset. It calls for a strategic, cross-functional profile, beyond a purely technical focus. The selected candidate will play a key role in shaping the future of underwriting at Prima through an innovative mindset and a shared ambition for common objectives. This role demands a proactive professional who takes ownership, thrives in ambiguity, and consistently delivers results without requiring guidance.

With proven expertise in motor insurance or consulting, the ideal candidate combines sharp analytical skills with a talent for problem-solving. Experienced in leading cross-functional initiatives, they manage stakeholders effectively and translate complex data into actionable strategies. Their ability to navigate dynamic environments and foster alignment across teams positions them as a key driver of business success.

“This is a unique opportunity for a visionary leader who blends deep insurance expertise with a relentless drive for innovation. Someone who can seamlessly bridge data and business to craft transformative, high-impact solutions that shape the future of underwriting.”

Chiara Grossi,
Chief Underwriting Officer, Prima

This position offers a distinctive opportunity to step into a high-impact role at the core of a fast-scaling insurtech. The role offers two work models depending on location: for those based in Madrid, a hybrid arrangement with two days per week in the city-centre office and three days working remotely; for those based elsewhere in Spain, a fully remote setup with travel to Madrid every three weeks. It's ideal for a fluent English speaker with a strategic mindset, strong stakeholder management skills, and the drive to turn business challenges into actionable solutions in a fast-paced, cross-functional environment.





Interested?

Prima is working with Top of Minds to fill this vacancy.

To express your interest, please contact Julia Besa at julia.besa@topofminds.com



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