

## **PRODUCT DEVELOPMENT**

*(Vote for up to three candidates)*

Jinnah Cox

Wen King Liu

Nik Datsenka

Xiaoman Yan

**Jinnah Cox, FSA, MAAA**  
**2<sup>nd</sup> VP & Marketing Actuary**  
**Munich Re Life US**  
**Atlanta, GA**

### **Professional Background**

Jinnah Cox is a 2nd VP & Marketing Actuary with Munich Re, where she is an actuarial relationship manager, responsible for pricing, treaties, and the P&L for a dedicated set of U.S. Individual Life Insurance companies. Prior to that, she held various actuarial positions with Transamerica Reinsurance and SCOR Global Life Americas, where she developed deep expertise in modeling, assumption setting, and pricing. With 20 years' experience in the reinsurance industry, she has worked throughout her career in partnership with internal and external stakeholders across the life insurance industry to develop optimal solutions for new business and inforce portfolios, to consult in areas such as product development, risk selection, assumption setting, and accelerated underwriting, and to lead cross-functional projects across the life insurance value chain. Jinnah is a Fellow of the Society of Actuaries and a Member of the American Academy of Actuaries, and she graduated from Furman University with a B.S. in Mathematics and a B.S. in Computer Science.



### **Society of Actuaries Experience (Section and committee memberships and participation)**

Member of the Reinsurance, Product Development, and Marketing & Distribution sections (2006 through present)

### **Other Relevant Volunteer Experience**

- Weekly volunteer at a nursery
- Presentations to and mentorship of actuarial students
- Regular discussions with college students interested in pursuing actuarial science
- Middle school math tutor

### **Why are you interested in leading this section?**

I have a passion for building relationships with and helping people, and I would like to bring this passion, along with my energy and enthusiasm, to helping people on a broader scale. I would like to leverage my strengths to give back to the profession and society that I have been privileged to be a part of for the last 20 years.

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**Wen King Liu, FSA, MAAA**  
**Senior Consultant**  
**Oliver Wyman**  
**Hartford, CT**

**Professional Background**

I am a Senior Consultant with the Actuarial Practice of Oliver Wyman based in Hartford, CT. I have 19 years of experience working in the life and annuity industry and I specialize in product development, pricing and valuation.

Prior to joining Oliver Wyman, I worked in the industry as a Product Development and Pricing actuary. I led the efforts to price products under accelerated underwriting that enabled the company's transformation to go direct to consumer. In addition to life products, I worked with a wide array of annuity products as well. Besides product development and pricing, I have held a variety of different roles over my career including valuation, experience studies, and modeling.

**Society of Actuaries Experience (Section and committee memberships and participation)**

I have presented at the annual meeting and most recently at the SOA's 2021 webcast Life Product updates and Pricing practices.



**Other Relevant Volunteer Experience**

- Research support for the American Academy of Actuaries LRWG (VUL subgroup)
- Presented at the Actuarial club of Hartford and Springfield

**Why are you interested in leading this section?**

I'd like to give back to the profession that has done so much for me. I believe that the Product development section is where I will have the most impact given my diverse industry experience and my current role as a consultant. Prior to consulting, I worked at a small insurance company where I performed a wide variety of actuarial functions besides product development and pricing ranging from ALM, cash flow testing, experience studies and modeling. I collaborated with the various departments all while balancing product competitiveness and profitability when developing and pricing products. At Oliver Wyman, I lead the efforts to annually survey the industry's pricing practices and methodologies to help companies benchmark themselves to their peers which provides me insights into our industry's challenges and opportunities. I believe these experiences help me bring fresh ideas and perspectives that would advance the Product Development section's agenda.

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**Nik Datsenka, FSA, MAAA**  
**Senior Actuary – L&A Product Mgmt.**  
**CNO Financial Group**  
**Carmel, IN**

**Professional Background**

I have been working in the insurance industry for eight years; 5.5 years were spent in a product development/management role for fixed, indexed and variable annuities. The remainder (2.5 years) were in a hedging/ERM role, focused on indexed and variable annuity risk management.

**Society of Actuaries Experience (Section and committee memberships and participation)**

None – I have been a member of the Product Development, Modeling and Taxation sections since attaining my FSA in August 2018 (but not as part of any committee/volunteer group).

**Other Relevant Volunteer Experience**

I have graded three sittings of the LTAM exam, serving as a team leader for the latest sitting. I was unable to participate in Spring 2021 but my intention is to continue serving in a grader/team leader role for the foreseeable future.

**Why are you interested in leading this section?**

I believe it's important to give back to the Society and ensure that current and upcoming actuaries are taken care of and given the best resources available to succeed and flourish. Leading a section will allow me the opportunity to shape a professional area that I am passionate and knowledgeable about.



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**Xiaoman Yan, FSA, MAAA**  
**Director, Life/Health Product Development**  
**Country Financial**  
**Bloomington, IL**

**Professional Background**

Actuary with 18+ years of life and annuity experience, including product development, valuation, forecasting, risk management, and experience studies.

**Society of Actuaries Experience (Section and committee memberships and participation)**

None

**Other Relevant Volunteer Experience**

None

**Why are you interested in leading this section?**

I would like to have an opportunity to help shape solutions to meet our clients' changing needs and best serve them.



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