Mario Seddik

Management Consultant & Actuary — Life & Annuity Insurance

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Over 7 years of experience addressing complex challenges within Life & Annuity Insurance. Passionate about integrating actuarial analyses into broader enterprise strategy while communicating the story effectively to key stakeholders. Contributed to projects spanning the most technical (building complex models and leading the firm AI initiative) to the most fundamental (guiding clients through key decisions and risks). Partnered with 30+ clients from every corner of the industry, including direct insurers, reinsurers, PE firms, asset managers, investment banks, law firms, and life settlement funds.

Most recently, AI specialist within the practice and part of Oliver Wyman's global AI initiative, helping insurers and asset managers turn advances in AI into practical business value. Designs and builds AI solutions hands-on across actuarial, finance, and investment functions, sharpening strategic decisions, modernizing operating models, and raising the speed and quality of analysis.

EDUCATION & CERTIFICATIONS

- BSc. Actuarial Mathematics, Minor in Finance, 2019 — **Concordia University**, Montreal
- Chartered Financial Analyst (CFA) — **CFA Institute**
- Associate of the Society of Actuaries (ASA) — **Society of Actuaries**

PROFESSIONAL EXPERIENCE

Manager CURRENT

Dec 2023 — Present

Oliver Wyman — Insurance & Asset Management

New York, USA

AI & DATA INNOVATION

- Led Oliver Wyman's AI initiative within insurance for 2+ years, identifying high-impact use cases and deploying AI-enabled solutions across internal workflows and client engagements.
- AI solutions developed include:
  - Developed an AI workflow orchestrating hundreds of agents to extract competitive intel from regulatory filings, anchoring multiple $1M+ Group Benefits market-entry engagements where no data previously existed to inform pricing and regulatory strategy.
  - Built an AI layer (MCP tool servers, agent skills, curated knowledge bases) over black-box actuarial modeling software, enabling AI agents to build production datasets from scratch, on track to automate $30M of the practice's core modeling revenue.
  - Integrated AI into finance and actuarial platforms to automate data transformation and validation, derive insights from reported results and orchestrate workflows, with multiple asset managers and reinsurers now onboarding.
  - Built a GenAI-powered SAA optimization approach evaluating portfolios against qualitative and quantitative constraints simultaneously, now part of the firm's proprietary SAA offering and driving new client adoption.

M&A TRANSACTIONS

- Led and supported multiple actuarial due diligence exercises for asset managers and PE-backed reinsurers, mostly FA, FIA, and VA block transactions ranging between $1–5B in size.
- Supported a direct insurer with a sell-side appraisal for one of the largest VA transactions in history ($30B+).

OFFSHORE REINSURANCE

- Assisted onshore reinsurers seeking to establish an offshore entity to select between regimes (Bermuda vs. Cayman) and reinsurance terms/structure. Provided snapshot of reserve relief, capital needs, key risks and regulatory challenges.
- Supported adoption of the scenario-based approach (SBA) for multiple Bermuda-based entities, including filings, ALM model build and optimization, and educating the board on SBA governance. Products included FA, FIA, IUL and Preneed Life.

STRATEGIC FORECASTING / FP&A

- Led creation of an enterprise deal model for a PE-backed insurer with Cayman and US entities. Enabled the capital management team to forecast financials (statutory and GAAP) and capital needs, dynamically assessing scenario impacts.
- Supported building an integrated company-wide forecast model for a top public insurer (~$500B AUM). Enhanced transparency, comparability and efficiency across dozens of products, entities, and scenarios.

ASSET-LIABILITY MANAGEMENT & OPTIMIZATION

- Led development of multiple asset-liability models in Moody's AXIS and Python for Bermuda, US cash flow testing (CFT), and Cayman frameworks.
- Supported development of a Python-based ALM optimization tool to minimize Bermuda SBA best estimate liability (BEL) by maximizing portfolio yields and reducing asset-liability mismatches.

Consultant

Jan 2020 — Dec 2023

Oliver Wyman — Insurance & Asset Management

Toronto → New York

- Developed actuarial models for US GAAP LDTI for a US insurer's Individual Annuities, Retirement Products, Employee Benefits, and Individual Disability Insurance products, and for IFRS 17 for a Canadian insurer.
- Collaborated with subject matter experts across the practice and guided clients on key policy decisions.

Analyst

Jan 2019 — Dec 2019

Oliver Wyman — Insurance & Asset Management

Toronto, Canada

- Led a statistical analysis of mortality and lapse experience for a Universal Life block of a large Canadian insurer and provided key assumption update recommendations. (Excel, SQL, R, Moody's AXIS)

Consulting Intern

Sept — Dec 2017

Oliver Wyman — Insurance & Asset Management

Toronto, Canada

- Supported liability valuations, sensitivity testing, and mortality studies for a life settlements fund with ~$1B in AUM. (Excel, SQL, R)

Actuarial Pricing Intern

Jan 2017 — Aug 2018

Manulife Financial — Wealth Management

Montreal, Canada

- Assisted in the pricing and reporting process of Guaranteed Investment products (FIA, VA, GICs, etc.).
- Led a group of three interns to build a tool that automatically provides repricing suggestions for individual annuity contracts by monitoring competitors' pricing. (VBA, JavaScript)

TECHNICAL SKILLS

AI: Agent SDKs (Claude Agent SDK, OpenAI Agents SDK, Bedrock AgentCore, LangGraph), LLM APIs (Anthropic, OpenAI, Bedrock, Databricks model serving), Production & Evals (Pydantic, FastMCP, Langfuse)

ENGINEERING: Python, SQL, Docker, AWS (EC2, S3, Lambda, Systems Manager), Databricks (model serving, workflows, Unity Catalog), FastAPI, React/TypeScript, CI/CD, Git

TOOLS: Excel/VBA, PowerPoint, R, PowerBI, Moody's AXIS, FactSet, Capital IQ

DOMAINS: Deal Modeling, FP&A, Asset-Liability Modeling, Predictive Analytics, AI/ML Applications

FRAMEWORKS: US GAAP, US Statutory, EBS, SFS, Cayman, BSCR, RBC, BCAR

LANGUAGES

English — Fluent   **French** — Fluent