



# SOMPO INTERNATIONAL

Sompo International is the trade name for the global specialty property and casualty insurance and reinsurance operations of Sompo Holdings, Inc. ("Sompo"), established in March 2017 as the result of Sompo's acquisition of Endurance Specialty Holdings Ltd.

Sompo is a financial services holding company organized under the laws of Japan whose shares are listed and posted for trading on the Tokyo Stock Exchange. Sompo, through various operating subsidiaries, is one of the top three insurers in Japan and is engaged in the provision of insurance services as well as other related services through its global network of businesses operating in 32 countries around the world.

Sompo International is the international operation of Sompo and, through its operating subsidiaries, writes agriculture, casualty and other specialty, professional lines, property, marine/energy and aviation lines of insurance and catastrophe, property, casualty, professional lines and specialty lines of reinsurance.

As a leading global provider of insurance and reinsurance, we recognize that our success is derived directly from those whose contributions matter most: our people. Sompo International's headquarters is in Bermuda and we currently have offices in the United States, the United Kingdom, Continental Europe, and Asia. A shared commitment to integrity, accountability, collaboration and agility define our culture, and we strive to create exceptional value for our clients and shareholders and maintain Sompo International as a desirable place to work.

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We are seeking an **Assistant Vice President, Claims Account Manager** who will be responsible for handling National Accounts to be based out of our **Florham Park NJ, New York NY OR Los Angeles CA** office locations. This position will participate in or directly manage the acquisition, maintenance and renewal of accounts. They will determine, develop and deliver agreed upon claim service to clients and brokers in a timely and professional manner.

### **Duties and Responsibilities:**

- Foster and manage relationships between claim operation and clients, brokers and partners
- Develops sales proposals that present competitive advantages
- Participates in sales presentations to potential clients
- Responsible for timely execution of client service contracts and resolution of contract, billing and funding related issues
- Manages all aspects of client claim file review meetings
- Determine claims and reporting preferences, options and infrastructure to provide the most efficient delivery of service
- Establish, monitor and maintain data integrity, especially with claims coding
- Determine, establish and maintain electronic Claim Handling Instructions
- Monitor claim activity for existing clients for adherence to established protocols
- Work closely with management on the delivery of claim service to meet client expectations
- Effectively communicate with all internal/external customers.
- Analyze claims data and identify trends within a client's portfolio and collaborate with business partners on proactive solutions.
- Evaluate claims and provide settlement authority
- Some travel is required



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### **Required Skills & Qualifications:**

- Minimum of 10 years insurance claims experience; Must have experience handling and managing claim service delivery to large national accounts and should be familiar with Alternative Risk Transfer mechanisms and unbundled claim programs
- Knowledge or proficiency in all technical and service areas of Property, Casualty and, Workers' Compensation claims
- Demonstrated knowledge and skill in leadership, teamwork, collaboration, problem solving and communication
- Strong negotiation and presentation skills along with excellent written and verbal communication skills are required.
- Strategic, proactive and innovative skills to develop creative solutions and resolve problems to achieve desired business results
- Advanced relationship management skills with internal staff and external partners are required demonstrated ability to develop and deliver financial and statistical analysis to clients
- Effective communication with a wide spectrum of people both internally and externally
- Demonstrated competency in Microsoft Suite including; Excel, PowerPoint and Word

Sompo International offers a competitive compensation and benefits package commensurate with experience. For immediate consideration; please e-mail your resume as a Word document along with salary history/requirements to: [mconnors@sompo-intl.com](mailto:mconnors@sompo-intl.com)

**Sompo International is an equal opportunity employer committed to a diverse workforce.  
M/F/D/V**

Visit our website at [www.sompo-intl.com](http://www.sompo-intl.com)