



## 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.

We are seeking a **SVP, Business Development** team with responsibility to all business segments for **US Insurance** in our **New York, NY** office. This is a senior role with decision making responsibility and strong influence that will lead the effort to raise corporate profile, effectiveness and reputation by deepening and extending our brokerage relationships and impacting strategic initiatives and business development efforts.

### **Essential Duties & Responsibilities:**

- Drive broker and business development strategies that maximize revenue opportunities
- Serve as a single point of contact for brokers in dealing with product support, quality service, opportunity assessments, and the overall fulfilment of their multiline needs
- Lead the effort to raise corporate profile, effectiveness and reputation by deepening and extending our brokerage relationships
  - Work to design the "broker experience"
  - Support the overall strategic management of the key broker relationships
  - Work to learn their businesses and support specific areas of broker interaction and marketing
- Be a primary source of business intelligence and internal communication
  - Develop and maintain a dynamic "broker dashboard" that is used to provide data
  - Partner with Business Units to ensure consistency of data and analytics in developing "broker dashboard"
  - Distribute regular written communications and status on each key relationship
  - Participate in the development of the CRM (Brokers) framework
- Align strategic initiatives to develop new opportunities, geographies, products, areas of industry specialization, and solution set selling with designated key brokerages



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- Partner with other business development resources in Insurance and the company to maximize business development and cross selling opportunities
- Actively manage meeting calendars, agendas and follow up with the major brokerages
- Interact and develop relationships with each key broker's "relationship manager"

### **Desired Skills & Experience**

- 15-20 years of industry experience with senior management responsibilities encompassing: underwriting, product development, risk management, distribution strategy, needs assessment, and client relationship management
- Highly visible and well known to the insurance and reinsurance brokerage communities
- Deep understanding of broker's marketing and distribution strategies
- Significant knowledge of brokers, marketing, and distribution strategy
- Strong business development, client engagement and relationship management skills including solution set selling, account rounding, and retention relationship management, and business development skills

Sompo International offers a competitive compensation and benefits package commensurate with experience. For consideration; please e-mail your resume 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)