



## SOMPO INTERNATIONAL

Sompo International Holdings Ltd. (Sompo International) is a specialty provider of property and casualty insurance and reinsurance, established in March 2017 as the result of the acquisition of Endurance Specialty Holdings Ltd. by Sompo Holdings Ltd. (Sompo).

Sompo's core business encompasses one of the largest property and casualty insurance groups in the Japanese domestic market. In addition, Sompo 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 and a wholly owned subsidiary of Sompo, which trades on the Tokyo Stock Exchange. Through our operating subsidiaries, Sompo International underwrites agriculture, professional lines, property, marine and energy, and casualty and other specialty lines of insurance and catastrophe, property, casualty, professional lines, weather risk and specialty lines of reinsurance.

As a leading global provider of insurance and reinsurance, we recognize that our success is derived directly from those who 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. At Sompo International, a shared commitment to integrity, teamwork, agility, execution, and excellence 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 **Casualty Account Executive** for our **Underwriting** team. Global Risk Solutions offers comprehensive risk management services targeted at select industry verticals. Servicing middle market and large accounts domiciled in the U.S., we work through a network of retail brokers who share our commitment to long-term partnerships built on white glove service. This position will be based out of **New York City, NY** and be part of our US Japanese Interest Accounts and Private Equity Casualty team.

The Casualty Account Executive will develop and maintain a book of business within the casualty segment. This includes risk selection, loss projections and pricing, and marketing of large casualty accounts. Candidate must have experience handling larger accounts with a complex array of insurance risk and various customer specific needs.

### **Duties and Responsibilities:**

- Understands Sompo International's best practices/policies and procedures for risk selection and pricing including exposure recognition, application of controls, hazard group identification & frequency and severity management. Currently has the skills to apply loss layering techniques including loss development patterns, to effectively manage loss sensitive accounts.
- Works with supporting areas such as Claims, Premium Audit, Loss Control, etc. to enhance results and effectively make account decisions. Will also work with the risk manager as required to provide ad-hoc MIS reports.
- Establishes and maintains relationships with agents/brokers/risk managers and Sompo International Marketing to support the overall business objectives and goals.
- Selects and underwrites larger casualty business congruent with letter a higher level of authority and underwriting approval levels.
- Accountable for profit/loss and growth for the more complex books of business. Offers unique insurance and non-insurance solutions to Sompo International's



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- customers within the defined commercial segment
- Manages the assigned portfolio to ensure achievement of appropriate Sompo International's business goals.
- Understands and appropriately manages the reinsurance decision making process.

### **Qualifications**

- A minimum of ten (10) years of experience in underwriting Casualty business
- CPCU and/or advanced degree preferred.
- Exercises good business judgement by analysing information to reach sound business decisions.
- Demonstrates a focus on meeting the customer's needs.
- Drives business results through teamwork and a focus on meeting corporate goals.
- Experience using software including Windows, Microsoft Word, PowerPoint, Excel or similar software programs.

Sompo International offers a competitive compensation and benefits package commensurate with experience. The minimum salary for this position: \$92,933. For consideration; please e-mail your resume along with your Minimum Salary Expectations as well as your Minimum Total Compensation Expectations to: [dturney@sompo-us.com](mailto:dturney@sompo-us.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)