



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 and Professional Lines** focused **Ceded Reinsurance Director** candidate for our **New York** office.

Sompo International's Ceded Reinsurance team is a globalized customer focused dedicated and professional organization. The team is responsible for the purchasing and management of Ceded Reinsurance placements. The ceded reinsurance director will be working on all aspects of outwards treaty placement activities for mainly casualty, professional lines and other long tailed business within the central global Ceded Re Group to facilitate and support the growing global operations of Sompo International.

Responsibilities include:

Reinsurance Purchasing

- Assist the reinsurance buying process for Sompo Intl's global business units through intermediaries and with reinsurers, both direct and broker market (submission, RFPs, reinsurer audits – claims & underwriting, transactional, presentation to reinsurers, etc...)
- Collect and prepare data in close collaboration with the business units and other disciplines such as actuarial, corporate underwriting, legal, and claims.
- Conduct meetings with brokers, reinsurers and underwriters on various reinsurance and retro placements
- Coordinate Global placements with central Ceded Re Group, Ceded Re Operations and Accounting



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- Help build reports to track reinsurance metrics, such as:
 - Historical reinsurance structure, spend, and loss history. Gross & net results.
 - Objective of reinsurance; alternatives.
 - Economic impact XOL: expected loss cost by layer vs. expected reinsurance premium vs. premium actually collected in layer, experience vs. exposure analysis, frequency/severity, non-concurrencies
 - Economic impact QS: pro-forma P&L analytics on gross & net basis, ceding commission & anticipated over-ride
 - Risk transfer analysis

Reinsurance Administration

- Maintain Treaty listing; provide treaty schematics and periodic reports to management & functional areas as necessary.
- Facilitate the booking and implementation of contract terms in corporate systems (such as ProCede and Genius)
- Collaborate with claims, accounting and other disciplines to ensure:
 - the accurate production of bordereaus, reports and calculations
 - cessions are provided to reinsurers in accordance with contract terms and conditions
 - recoverables are collected on a timely basis.
- Facilitate profit sharing calculations and other reinsurance mechanics such as loss ratio caps, sunset clauses...

Other Areas of involvement to include:

- Internal Reinsurances
- Retrocession placements for the reinsurance segment

Desired Skills & Experience:

Minimum 10 years industry experience in Casualty and Professional Lines, with thorough understanding of reinsurance structures

Background as an Underwriter, Actuary, Broker or Claims preferred

Strong communication skills and ability to liaise with various functional areas

Resourceful, team oriented and ability to plan, prioritize and communicate to various persons

Strong Analytical skills



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Sompo International offers a competitive compensation and benefits package commensurate with experience. The minimum salary for this position: \$150,000. For consideration; please e-mail your resume along with your Minimum Salary Expectations as well as your Minimum Total Compensation Expectations to: sbrescia@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