



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.

[Sompo International acquired Lexon Surety Group, LLC on June 1, 2018.](#) Now one of the 10 largest surety companies in the U.S. marketplace, Sompo International utilizes a nationwide network of independent agents and brokers and our surety products are available in 50 states, Washington D.C., Guam, the Northern Mariana Islands, the U.S. Virgin Islands, and Puerto Rico. We offer a full suite of surety products which we will continue to expand upon and offer the financial strength of a Group rating of A+ (Superior) from A.M. Best (XV size category) and U.S. Treasury listed carrier U.S. Treasury listed carrier with a US Treasury combined underwriting limitation close to \$100M.

Sompo International Surety has immediate openings for a **Surety Underwriters** in **All Regions and Locations** across the U.S. as part of our continued expansion and evolution.

Position Summary

In collaboration with the Surety leadership team, these roles are responsible for underwriting risks in a book of contract and commercial business while developing and nurturing agency and broker relationships across our growing Surety operation. Some of the key areas of responsibility for these roles include:

Underwriting Expertise

- Reviews applications and financial requirements to determine acceptability of risk in accordance with guidelines and standards
- Understands pricing components and rating methodology as well as use of the predictive modeling tools; prices risk based on financial and competitive analysis
- Uses all appropriate underwriting tools, disciplines and knowledge of strategies to ensure underwriting guidelines are followed
- Demonstrates technical underwriting skills through strategic, thorough account reviews and file documentation
- Prepares or analyzes information on adverse underwriting decisions, rate appeals, underwriting requirements, status and declinations in order to drive results within the assigned territory
- Adheres to CAT guidelines and underwriting discipline to minimize exposure and appropriately price
- Keeps current on state/territory issues, regulations and trends



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Portfolio Management

- Manages assigned portfolio to achieve gross written premium, profitability, rate, retention, product mix, new business and portfolio management goals
- Prioritizes time and resources to effectively manage and optimize producer performance

Sales & Distribution Management

- Builds/maintains rigorous sales practices
- Develops producer relationships to build pipeline, agency intelligence, and drives performance to meet and exceed results
- Develops and implements distributor specific plans, monitors performance, and adjusts plan to ensure a substantial pipeline for future profitable growth
- Drives effective relationship management and customer activities to build trust, facilitate negotiation and secure commitment with the customer

Knowledge, Skills and Abilities

- Strong knowledge of surety underwriting, techniques, national/local filing regulations and guidelines
- Knowledge of underwriting processes, coverages, and tools to gather and evaluate information in order to reach appropriate decisions on renewals and new business
- Knowledge/experience of the energy sector (mining, oil & gas, etc) preferred
- Demonstrated ability to build and grow a profitable book of business and pipeline for future business
- Ability to uncover customer needs, position specific solutions, handle objections and close deals

Sompo International offers a competitive compensation and benefits package commensurate with experience. For consideration; please e-mail your resume along with your Minimum Salary Expectations as well as your Minimum Total Compensation Expectations to: 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