



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 **Vice President, Business Development Manager** for our **Global Risk Solutions** team. This role(s) can be strategically located in **Atlanta, GA; Chicago, IL; Dallas, TX; or New York, NY**. Global Risk Solutions offers comprehensive multi-line capabilities 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 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 agency relationships and impacting strategic initiatives and business development efforts.

Essential Duties & Responsibilities:

- Drive business development strategies in conjunction with our agency/brokerage partners that maximize revenue opportunities across a wide territory;
- Serve as a single point of contact for agents/brokers in dealing with product support, quality service, opportunity assessments, and the overall fulfillment of their multiline needs;
- Lead the effort to raise corporate profile, effectiveness and reputation by deepening and extending our agency/brokerage relationships:
 - 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;
 - Distribute regular written communications and status on each key relationship;
 - Manage a dynamic prospect list that leads to sustainable, profitable growth for the corporation



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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 ups with our key agency partners;
- Interact and develop relationships with each key broker's "relationship manager";
- Manage our account rounding efforts with our agency partners;
- Manage our agency compensation platforms and communicate results monthly/quarterly as needed.

Desired Skills & Experience

- Minimum of 15 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 agency community;
- Deep understanding of agent/ broker's marketing and distribution strategies;
- Significant knowledge of agent/brokers, marketing, and distribution strategy;
- Strong business development, client engagement and relationship management skills including account rounding, and retention relationship management, and business development skills.

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: 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