



### **AVP, Real Estate Underwriter,UK**

Sompo International Holdings Ltd. (Sompo International) is a global specialty provider of property and casualty insurance and reinsurance. Sompo International companies are wholly owned subsidiaries of Sompo Holdings, Inc., whose core business encompasses one of the largest property and casualty insurance groups in the Japanese domestic market.

Through our operating subsidiaries, Sompo International underwrites agriculture, professional lines, property, aviation, marine and energy, financial and political risks and casualty and other specialty and catastrophe lines of insurance and reinsurance. Headquartered in Bermuda, we currently also have offices in the United States, the United Kingdom, Continental Europe, Latin America, the Middle East and Asia.

Sompo International is a company driven by its core values, a carrier that holds promise, trust and the commitment to protect at the center of everything we do. We recognize that our success is derived directly from those who matter most: our people. Our culture is defined by a commitment to integrity, teamwork, agility, execution, and excellence; 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 **AVP, Real Estate Underwriter** for our **Middle Market** team in our **London** office. The Middle Market proposition offers comprehensive multi-line capabilities targeted at select industry verticals of real estate, hospitality, financial institutions, professional services, technology, and life science. We work through a network of retail brokers who share our commitment to long-term partnerships built on a strong service proposition.

Expectation of the role is to build a profitable book of business within the overall European business plan parameters, working with key broker partners in the UK.

#### **Main areas of responsibility:**

- Prioritization and evaluation of new and renewal submissions to identify those accounts that provide the greatest opportunity for profit consistent with the business plan and corporate profit objectives.
- Price and analyze coverage, structure and exposures on individual risks.
- Set appropriate terms and conditions per the Company underwriting strategy and guidelines to quote qualified risks.
- Attend client/broker meetings, lunches, dinners and other social outings as applicable.
- Exercise proper underwriting pricing and discipline to meet profitability goals, complying with underwriting guidelines, systems and procedures.
- Expand existing portfolio of business by developing existing relationships and new prospective clients.
- Supports our focus on building strong customer relationships balanced with a strong risk mitigating and compliance-driven culture. Emphasis on proactive monitoring, governance, risk identification and escalation, as well as making sound risk decisions commensurate with the business unit's risk appetite. Conducts individual account underwriting audits as needed.
- Complete underwriting referral applications for risks outside of your authority for higher level approval as necessary.
- Deep underwriting experience in real estate within the middle market space.

#### **Qualifications, Skills and Experience:**

- Undergraduate, Insurance or advanced degree preferred.
- P&C underwriting experience.



- Significant experience within the real estate space.
- Established relationships with retail producers.
- Strong negotiation skills.
- Proficiency in Microsoft Office Suite (Excel, Word and PowerPoint).
- Excellent communication (both written and verbal) skills.

*Sompo International offers a competitive compensation and benefits package commensurate with experience.*

*Sompo International is an equal opportunity employer committed to a diverse workforce.*

Visit our website at [www.sompo-intl.com](http://www.sompo-intl.com)