



SOMPO INTERNATIONAL

AVP, Senior Delegated Authority Underwriter

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 are 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 Senior Delegated Authority Underwriter.

Main areas of responsibility:

- Manage the performance of the existing Delegated Authority book within the SME & Middle Market accounts.
- Working with the Head of SME and Middle Market and the actuarial team, assessing potential new opportunities.
- Manage the pipeline for new opportunities, ensuring these are assessed in line with overall DA strategy and to ensure a diversified account is achieved.
- Build and manage external relationships with new and existing cover-holders, as well as relevant brokers.
- Attend Sompo Product Oversight Group meetings as required.
- Manage underwriting referrals appropriately from existing binders; by undertaking these personally and also ensuring wider resource is available in the team.
- Optimize existing DAs by identifying areas of growth Sompo can capitalize on.
- Engage with key internal stakeholders, including the DA, legal, compliance, actuarial and claims teams.
- Ensure appropriate underwriting tools are available to ensure we model and analyze new and existing opportunities in order to maximize profit and returns.
- Attend client/broker meetings, lunches, dinners and other social outings as applicable.
- Expand existing portfolio of business by developing existing relationships and new prospective clients.
- Support our focus on building strong customer relationships balanced with a strong risk mitigating and compliance-driven culture. Emphasis on proactive monitoring, governance,



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risk identification and escalation, as well as making sound risk decisions commensurate with the business unit's risk appetite.

Qualifications, Skills and Experience:

- Undergraduate, Insurance or advanced degree preferred.
- At least 8+ years of commercial underwriting experience.
- Significant experience within the middle market 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.

M/F/D/V

Visit our website at www.sompo-intl.com