

**AVP, Underwriter, Professional Indemnity**

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.

**Responsibilities include:**

- Focus on renewal retention and new business production in a growing profitable PI portfolio of circa \$150m GWP.
- Responsibilities will include both renewal and new business within UK and International (Canada, Australia, Europe, offshore)
- Input into the Unit's strategy in terms of broker, profession and territory.
- Conduct broker and client meetings
- Provide input and feedback at the weekly underwriting meetings.
- Creates and utilizes marketing materials and other product collateral to support marketing and production initiatives.
- Develop a broker plan for each assigned producer/territory; and manage the relationship in terms of analysis, catch up meetings and entertainment.
- Provide technical input in product development.
- Full and thorough underwriting of all accounts in accordance with underwriting guidelines and individual authority granted by management.
- Monitoring all industry and specific account trends. Implementing a field service reputation that is recognized as superior in the industry.

**Desired Skills & Experience:**

The candidate needs to have:

- Minimum 5-10 years underwriting experience
- Experience and technical knowledge of underwriting large PI placements desirable
- Experience in underwriting UK and International PI business
- Bachelor's Degree preferred but not essential
- Strong problem solving and decision making abilities
- Excellent written and oral communication skills
- Exceptional interpersonal skills with the ability to work in a team environment.



- Strong analytical skills
- Ability to work effectively in a pressured environment
- Appetite and hunger to learn and grow and 'go the extra mile'.
- Eye for detail
- Ability to organise efficiently
- Competent computer skills

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

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

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