

AVP / VP Multinational (Northern Europe)

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.

The AVP / VP Multinational (Europe North) plays a key role within the Multinational Business Unit to manage, develop and execute Sompo's Multinational business, with particular focus on Germany, Holland and Switzerland (both incoming and produced), and Japanese interest accounts. The role will play an important role in the build out and growth of Sompo's Multinational business across Europe, including the formation of a multi-country/multi-lingual hub.

The role will develop relationships with underwriters and distribution colleagues based in Sompo's Producing Offices around the world, operating as a trusted advisor in particular to support the translation of their underwriting intent into compliant Multinational programme insurance solutions. As a recognized senior level subject matter expert in supporting multinational insurance products, the role is responsible for the overall performance of the Multinational BU, and its collaborative integration into the wider Sompo organisation within Northern Europe.

Responsibilities include:

- Direct management responsibilities for Multinational business in assigned territories
- Development, implementation and oversight of operational workflow and processes for inbound and outbound Multinational business in the Northern Europe region
- Take responsibility for ensuring accurate submissions are accepted, policies are issued, reinsurance transactions and bookings are processed, and premiums are remitted in a timely, accurate fashion
- Be the go-to Multinational subject matter expert within the assigned geographies
- Prepare and provide quotations to brokers and clients, with support from local underwriters, in a timely manner
- Builds strong relationships with brokers, clients, underwriters and distribution to promote Sompo Multinational and help identify, support and drive growth strategies, account retentions and new business wins.
- Attend client and broker meetings including site visit with engineers where necessary.
- Supports the PO with compliant pricing and issuance of local policy with delegated underwriting authority up to a certain threshold, with referral to local Product Underwriter/CUO for any risk falling outside LOA.
- Directs, oversees, and participates in developing appropriate responses to underwriting queries around country capabilities, and regulatory requirements for the EMEA region.

- Ensure global Multinational E2E process, procedures and controls are adhered to in close collaboration with the Multinational Global Operations team
- Produce, monitor and act on operational performance reporting/SLAs in conjunction with Regional Service Delivery Lead
- Manage assigned direct reports and develop their knowledge, skills and experience
- Collaborate with internal and external partners to deliver the best service
- Coordinates and participates in underwriting audits across the enterprise, as needed, to ensure compliance with key regulatory requirements
- Handles multiple lines of business (Property, Liability, Financial Lines, Marine Cargo)

Desired Skills & Experience:

The candidate needs to:

- Minimum 10-15 years Multinational Commercial insurance background, preferably in a client servicing or underwriting role
- Deep technical knowledge of multinational insurance programmes strongly preferred
- Strong people management skills
- Strong background in commercial line
- Strong client focus, experienced working with multinational businesses, interfacing with risk managers and brokers
- Strong communication and interpersonal skills
- Ability to work effectively under tight deadlines /Ability to handle multiple priorities
- IT packages; MS Outlook, Excel and Word
- Willing to travel occasionally to other Sampo locations in Europe
- High degree of fluency in English and German, plus language skills in at least one other European language preferred

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