

Business Development Associate

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 Global Markets Strategic Distribution & Development and Client Management team are seeking a Business Development Associate to provide support to our EMEA, Latin America and Asia Pac territories. We are looking for an individual who can demonstrate real impact within business and help accelerate our efforts to become a Top 10 Global Insurer.

Responsibilities include:

- Independently managing medium to large scale projects and programs, growth initiatives and customer-focussed operational excellence and transformation projects in the distribution, market development and product development areas.
- Managing stakeholders, ensuring timely and qualitative communication, facilitating workshops and any required training.
- Working with all stakeholders to strategically develop and grow our global footprint and help in eliminating bottlenecks / showstoppers by formulating mitigation plan through the creation of scalable delivery approach and execution by establishing an organized, calculated, and methodological PMO process in collaboration with leadership, underwriting, claims, operations, and Finance Operations.
- Designing and implementing future operating models in the necessary processes, policies, and tools
- Developing business plans, conduct research using Global Data and other data sources.
- Building and delivering presentations for senior executives
- Effectively engaging with HR, Ops, Finance, IT, and other relevant business functions, ensuring nothing falls through the gap from an operational and regulatory perspective
- Assisting in building the bridge between operational level employees and senior strategic decision makers to ensure operational teams get sufficient time to prepare for implementing change. Managing those internal relationships and proactively identify and pursue new business opportunities
- To work with local/international marcomms on ensuring effective communication at all levels, internally and externally
- To have a broad understanding of where we want to take our business next and ensure it happens through an open collaboration model to operational functions
- To ensure that our goals and objectives are effectively translated to the operational level employees for successful execution of our strategic plan

Desired Skills & Experience:

The candidate needs to:

- Core Competencies: professional, analytical, leadership, team player, inspiring others, facilitating collaboration, project minded, customer oriented, strategic thinking
- Keen interest and understanding of insurance (underwriting, claims and multinational business)
- Ability to write and execute business cases, to assist in creating new strategies for future business development and growth
- Operational excellence thinking and possesses a real passion for creating solutions to problems.
- Have a demonstrable PMO track record and understanding of low and high-level insurance and business processes
- To successfully manage myriad projects, be able to identify tasks and prioritize initiatives as part of delivery approach
- Assist in implementing our specialty P&C framework within the existing retail ecosystem being part of Sompo network
- Attention to detail, numerical proficiency, ability to analyse and convert analysis into meaningful data
- Self-motivated and able to use initiative.
- High levels of numeracy, literacy and communication skills, verbal and written.
- An MI Reporting background would be a bonus.
- Excellent organizational and time management skills.
- Ability to work under own initiative.
- Willingness and ability to travel internationally.
- Advanced Microsoft Office skills, particularly Excel, PowerPoint, and Word.

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