

Head of Pricing – Continental 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.

Responsibilities include:

- Work with country operations and line of business heads in Continental Europe to develop local market pricing expertise.
- Take responsibility for the technical underwriting process for Continental Europe, taking ownership of the pricing and working in close collaboration with the underwriters to challenge, review, and enhance pricing parameters.
- Work closely with the Head of Global Markets Pricing to ensure that the pricing framework for Continental Europe is built out in line with the overarching pricing vision
- Develop pricing tools on a new global platform embedded into underwriting workflow that reflect the needs and nuances of Continental Europe by country.
- Work closely with the President of Continental Europe to ensure that the pricing framework supports the business objectives of the region.
- Apply actuarial pricing techniques to individual account analysis and prepare presentations and quantitative exhibits for management and underwriters that convey insight and advice.
- Provide regular reporting on performance monitoring, including rate change and rate adequacy metrics by country and by class of business.
- Provide portfolio analyses including insights into profitability, volatility, and reinsurance placements, including advice on growth, retraction, and/or restructuring.
- Work alongside the reserving, capital, and risk management functions in support of a consistent actuarial approach across the business, ensuring that the lessons learnt through pricing and technical underwriting identify key differences and inform the management and strategy of the business as a whole.
- Work closely with pricing teams across the group to build out consistency and the sharing of technical pricing acumen.
- Own the initial business planning process for Continental Europe, working with the underwriters to articulate business plans and the rationale that underpins them.
- Where required, particularly in assessing new business opportunities, apply actuarial, financial, valuation, and analytical skills to various client situations and practice disciplines including detailed

reviews of financial statements, preparation of complex cash flow projections, and modelling of business processes.

- Support the reporting of key returns to the regulators and represent the company in regulatory meetings where necessary.
- Assess and identify strategic growth opportunities by class of business.
- Manage technical, industry, and company research using external data.
- Keep abreast of industry developments and trends that could impact Sompo.
- Develop and maintain productive working relationships with client personnel.
- Other ad hoc duties as required.

Desired Skills & Experience:

The candidate needs to:

- Qualified member of a recognised actuarial body, such the Institute and Faculty of Actuaries.
- Ten years' experience in a London/European insurance company, financial services, or consulting firm.
- Previous UK/European pricing experience is essential, with a minimum requirement of three years;
- Must be self-motivated and able to operate independently within a fast-paced, multi-tasked, global organisation.
- Deep knowledge of actuarial concepts along with knowledge of general insurance products.
- Strong IT skills in areas such as R, Python, and/or SQL are an advantage.
- Strong interpersonal skills and the ability to effectively interact with all levels including executives and junior staff.
- Excellent organisational skills and the ability to prioritize multiple tasks, projects, and assignments.
- Strong written and oral communication skills are required.
- Dynamic/flexible demeanour with strong client service skills.
- Ability to interface with team members and client personnel in demanding, deadline-driven situations.

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