

Head of Risk Control, 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.

The Head of Risk Control is responsible for building a structure and acquiring resources used to provide risk assessments and consultative services for our clients. The individual will partner with underwriting, claims, distribution and client management to establish a market presence that ensures profitable growth within Continental Europe's geographical region. This role will have management oversight for Risk Control across all lines of business offered by Continental Europe.

This person supports and promotes strategic initiatives of the organization through responsibilities such as: effective account and prospective account surveys and account service activities; quality reviews to ensure pertinent and professional work product; hiring, mentoring, and development of future staff; establishing targeted Risk Control marketing activities and fostering the SI Risk Control brand through development of technical service products, webinars, industry presentations, etc.; providing focused regional reports and metrics for senior management; and assisting department leadership with strategic and budgetary planning.

This person is responsible for all Continental Europe Risk Control activities and meeting corporate objectives.

Responsibilities include:

- Partner with Underwriting, Claims, Distribution and Client Management/Executive teams to support and strengthen corporate business goals, including account retention, new business growth, management of loss exposure, and overall profitability for the region.
- Ensuring Risk Control surveys and client service work are completed on time, are accurate and fully address loss exposures/hazards;
- Assigning and managing workloads of the Risk Control team and vendors;
- Monitoring recommendations and managing those through to completion;
- Providing service quality reviews and coaching;
- Ensuring compliance with governmental mandates and laws;
- Identifying areas for placement of future staff and preparing a job justification statement;
- Active recruiting and hiring of new team members to support corporate, departmental, Risk Control team goals and business initiatives;
- Supporting and promoting corporate, departmental, and team goals, programs, and directives;

- Coordinating work on corporate projects, white papers, or marketing materials;
- Coordinating participation in marketing events and industry specific events;
- Partnering with corporate business partners; Claims, Underwriting, Marketing, etc. to enhance the Sampo International brand within the marketplace;
- Coordinating account renewal activities with underwriting;
- Assisting senior leadership with budget development and strategic planning;
- Operating within the established department budget;
- Promoting Sampo International's expertise and brand within the marketplace by attending and participating in conferences and recognized industry organizations; and
- Maintain a high level of industry awareness and expertise in applicable risk control subject matters.
- Collaborate with the Sampo Risk Control community in the Global Markets and North America regions.

Desired Skills & Experience:

The candidate needs to have :

- A four-year University/College degree or equivalent.
- Minimum of 15 years of experience in insurance with 5 years of supervisory experience in Risk Control.
- Strongly experienced in Property and Energy risk engineering.
- Solid understanding of sound Risk Control processes and technics for the disciplines managed.
- Ability to effectively problem solve and find alternative equivalent solutions to complex technical, business, and interpersonal problems.
- Excellent oral and written communication skills, as well as an established capability in public speaking are necessary.
- Ability to manage conflict achieving successful outcomes and resolution.
- A proven track record of superior analytical, project management and planning skills.
- Demonstrated leadership skills that include the ability to; develop and grow personnel, foster effective relationships, embrace and drive change, and influence others without having a direct reporting relationship.
- A self-starter who can initiate and complete a project with minimal supervision.
- Professional designations from the insurance or risk management industries are a plus (ARM, ASP, CSP, PE, CFPS, CIH, CPCU, etc.).
- Fluent in English and German. French and Italian are a plus.

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