

### **Regional Distribution Analyst, APAC**

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.

We are seeking a **Regional Distribution Analyst, APAC** within our newly formed Regional APAC Distribution team within our Singapore office to lead the sales, client, and distribution analytics function in support our of regional and global growth strategy and execution of business goals.

#### **Responsibilities include:**

##### **Sales and Distribution Analytics;**

- Support the expansion of the region through sales, client, and distribution data analytics and related activities.
- Lead the development, adherence, and quality of regional sales reporting capabilities, including system development, processes, planning, and forecasting, and all in close collaboration with Global Distribution.
- Design and delivery of both recurring and ad hoc sales reporting, market and competitor analysis, and other related strategic MI.

##### **Strategic Broker Management;**

- Lead development and execution of strategic broker agreements to support targeted and profitable business growth.
- Ownership of pipeline development, management, and documentation, in close coordination with wider Distribution and Underwriting, including supporting external collateral.
- Management of distribution partnerships, including broker segmentation, accreditation, commissions, and associated compliance.

#### **Desired Skills & Experience**

- Proven track record in data analytics and distribution/pipeline management.
- Minimum of 5 years experience in the Asia market and Commercial P&C.
- Expert in data analytics and analysis with experience using various CRM and other financial reporting systems.
- Strong communication, organisational, and interpersonal skills.



- Degree or equivalent qualification in numerate discipline.
- Geopolitical interest and/or background would be advantageous.
- Ability to develop innovative and pragmatic solutions to problems.
- Ability to build effective working relationships among all levels of the business.

*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](http://www.sompo-intl.com)