

Senior Property & Energy Underwriter IBERIA

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 looking for an energetic and ambitious Underwriter (m/f/d) to strengthen our Senior Property & Energy team in the Madrid office. Become part of our Sompo growth story!

As Senior Property & Energy Underwriter you will make a significant contribution to the growth and expansion of a well-diversified, profitable and balanced Property & Energy portfolio.

Your tasks and responsibilities:

- Independently manage and process a portfolio of Property & Energy contracts including analyzing underwriting information, performing the underwriting including creating offers with appropriate terms and conditions to achieve expected profitability
- Conduct independent contract negotiations, participate in client meetings, and hold presentations to clients and brokers as part of policy renewals
- Maintain existing client and broker relationships as well as develop new business opportunities and co-operations in the Italian market
- Contribute actively to the development of underwriting strategies
- Support the development, introduction and modification of own products/product versions including the monitoring of the local market and product developments
- Proactive and distinctive sales activities with clients and brokers, as well as participation in market events to promote awareness of the Sompo brand and increase the number of submissions
- Active cross-selling with other Sompo International Specialty Lines products, in particular identifying insurance needs arising from an insured transaction

Desired work experience:

- A recognized qualification in Engineering, or any other technical degree.
- Professional experience of 5 to 10 years in the insurance sector, with solid knowledge of the Property and/or Energy industry
- Experience in building and growing a profitable business for Property & Energy
- Proven disciplined approach to underwriting
- Experience in a start-up environment or in developing new business and/or new products within an established company is an advantage
- Excellent networking skills and relationships with clients and brokers in Spain and Portugal
- In-depth knowledge of the Spanish Property & Energy markets
- Product knowledge and previous underwriting experience in Property or Energy.

Desired qualities:

- Analytical, energetic, creative, adaptable, meticulous, determined, independent, intelligent, disciplined, assertive, proactive, hardworking, resilient, ambitious, team player
- Strong presentation and negotiation skills
- Ability to work under time pressure and to meet deadlines
- Flexibility and willingness to travel and provide the highest quality of service

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