



**Senior Underwriter Casualty – Milan/Italy**

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 position includes the following tasks:**

- Independently manage and process a portfolio of General Liability 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 brokers and clients as well as participation in Casualty events to promote awareness of the Sompo brand and increase the number of submissions
- Active cross-selling with other Sompo International products, in particular identifying insurance needs arising from an insured transaction
- Establish and strengthen strong relationships with stakeholders including customers, brokers, business partners and colleagues, to maximize influence and achieve business objectives

**Desired work experience:**

- A recognized qualification in law, business and/or finance
- 8 + years professional experience in the insurance industry of which at least 6 years in the Casualty sector
- Experience in building and growing a profitable business in Casualty
- 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 Italy
- In-depth knowledge of the Italian Casualty markets
- Strong product knowledge and previous underwriting experience in multinational GL Programs



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**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
- Business fluent in Italian and English

*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)