



SOMPO INTERNATIONAL

Sompo International Holdings Ltd. (Sompo International) is a specialty provider of property and casualty insurance and reinsurance, established in March 2017 as the result of the acquisition of Endurance Specialty Holdings Ltd. by Sompo Holdings Ltd. (Sompo).

Sompo's core business encompasses one of the largest property and casualty insurance groups in the Japanese domestic market. In addition, Sompo is engaged in the provision of insurance services as well as other related services through its global network of businesses operating in 32 countries around the world.

Sompo International is the international operation and a wholly owned subsidiary of Sompo, which trades on the Tokyo Stock Exchange. Through our operating subsidiaries, Sompo International underwrites agriculture, professional lines, property, marine and energy, and casualty and other specialty lines of insurance and catastrophe, property, casualty, professional lines, weather risk and specialty lines of reinsurance.

As a leading global provider of insurance and reinsurance, we recognize that our success is derived directly from those who matter most: our people. Sompo International's headquarters is in Bermuda and we currently have offices in the United States, the United Kingdom, Continental Europe, and Asia. At Sompo International, a shared commitment to integrity, teamwork, agility, execution, and excellence define our culture, 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 an **AVP, Middle Market Team Leader** for our **Global Risk Solutions** team in our **Los Angeles, CA** office.

Global Risk Solutions offers comprehensive multi-line capabilities targeted at select industry verticals of real estate, hospitality, financial institutions, professional services, technology, life science; and our Asian Risk Solutions client base. Servicing small market, middle market, and large accounts domiciled in the US, we work through a network of retail brokers who share our commitment to long-term partnerships built on white glove service.

Duties and Responsibilities:

- Directly leads team of 4+ middle market underwriters dedicated to the West Region;
- Understanding of pricing components and rating methodology; prices risk based on financial and competitive analysis.
- Uses all appropriate underwriting tools, disciplines and knowledge of strategies to ensure underwriting guidelines are followed.
- Exhibits strong technical underwriting skills through strategic, thorough account reviews and file documentation.
- Experience underwriting P&C products (Property, GL, Auto, Workers Compensation, and Umbrella) across the industry verticals and client segments
- Adheres to guidelines and underwriting discipline to minimize exposure and appropriately price risks.
- Drives business results for the West Region and responsible for building the Sompo brand through both broker and client visitation



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Qualifications include:

- 7 to 10 years of underwriting/insurance experience
- Bachelor's Degree preferred
- Well versed and experienced in working, producing, and underwriting all sizes of accounts with the large brokerage houses, agents and specialty retailers
- Established underwriting, quoting, and binding track record of profitable business
- Well established relationships with brokers and agents on both a regional and national level
- Strong negotiation skills
- Exhibits leadership skills
- Team player and collaborative by nature
- Strong attention to detail
- Excellent oral and written communication skills

Sompo International offers a competitive compensation and benefits package commensurate with experience. For consideration; please e-mail your resume along with your Minimum Salary Expectations as well as your Minimum Total Compensation Expectations to: **Kim Pyle** at kpyle@sompo-intl.com

**Sompo International is an equal opportunity employer committed to a diverse workforce.
M/F/D/V**

Visit our website at www.sompo-intl.com