



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 **Multinational Business Unit Coordinator** for our **US Commercial Property** team in US Insurance in our **New York, NY; Alpharetta, GA; Chicago, IL; Dallas, TX; Los Angeles, CA; or San Francisco, CA** offices. This role will report into the EVP, Head of US Commercial Property and support the efforts and execution of the Multinational Business Unit strategy for the Commercial Property as led by the EVP, Head of US Commercial Property in collaboration with the EVP, Head of Multinational and as supported by the CEO, US Insurance. The position will support the efforts to strategically drive the innovation and execution of refreshed or new product offerings as well as customized wording for specific accounts.

The role will work collaboratively with our Multinational Underwriting team to create and define a market leading presence for product innovation in the Commercial Property sector with a focus on:

- Go to Market Multinational Property Strategy for the US
- Coordination & oversight of US driven Global Property programs
- Lead Training for the US property team on global regulatory developments & internal process development
- Effective communication and management within the global matrix on program design & execution
- Cross LoB collaboration in delivering blended products



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Key Responsibilities

- Product Development & Knowledge Transfer
 - Develop, implement, and modify products (LoB specific or cross-line), standard wordings and coordinate product-specific organizational matters of LoB with PCs, Regions etc.
 - Ensure global knowledge sharing with regard to special products/enhancements, specific UW knowledge for LoB Product
 - Responsible for developing and training multinational expertise within Commercial Property unit
- Underwriting Strategy
 - Develop, define North American Product Strategy in accordance with the underwriting strategy as defined by the Regional LoB Head as supported by the Global LoB Head.
- Coordination and collaboration
 - Represents CUO LoB internally and externally to customers, brokers, the industry, and other organizations
 - Drive involvement of functional areas including e.g. other LoB teams, Claims, Legal, Actuarial, and Market Management
 - Actively support LoB specific projects and task forces
- Market Specifics
 - Provide support for special products
 - Helping to develop distribution of new business development
 - Work closely with distribution channels by broker and broker networks to create value proposition for Property and work with brokers to develop target prospects by region
- UW Authorities/Process Management
 - Make suggestions for UW authorities for special products to Head of Property and sub-Lobs heads.
- UW Approach and Compliance
 - Enhance and refine underwriting of products during the introduction period (including claims monitoring, sales support and portfolio monitoring)

Key Requirements/ Skills

- Minimum 5 to 7 years experience in Commercial Property product management position; preferred Multinational Underwriting or Broker experience
- Bachelor's Degree or higher, International Business Experience a plus
- Multilingual Skills preferred but not required
- Completion of professional insurance qualification (e.g. CII) is preferred
- Demonstrable track record of product development; preferred experience with US regulatory form filings and non-admitted form laws
- Successful track record of leadership of direct teams or complex matrix environments
- Experience of working internationally with strong ability for cross border adaption
- Comprehensive technical knowledge of LoB products, coverages, underwriting practices, pricing processes and sales distribution channels
- Risk Assessment and Management: ability to assess risk exposures and hazards relevant to Commercial Property
- Portfolio Management: assist the Head of US Commercial Property to analyze trends and scenario plans with respect to Product



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- Contract Drafting and Interpretation: design, develop and implement consistent, robust wordings
- Pricing: analyze current performance against various benchmarks with a view to ensure adequate progress and satisfactory performance in product wordings including specific terms and conditions.
- Analytical Skills: Ability to analyze highly complex contracts and underwriting principles; identify and resolve issues before they transpire.
- Strategic Planning: Ability to develop framework for product genesis to completion, all while communicating with key stakeholders

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: mconnors@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