

## **Marine Underwriter - Switzerland**

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.

This role will work closely with the Head of Marine for Switzerland focusing on the development and expansion of our client and broker relationships, as well as supporting the acceleration of profitable growth and retention in achieving profitability targets, in line with our local, regional, and global strategies.

Additionally, the role will require acting as a company ambassador in the marketplace and with other external stakeholders, seeking to develop and maintain relationships with these key constituents and influencers.

### **Responsibilities:**

- Contribute to the growth and profitability of Sompo Marine portfolio by actively sourcing submissions.
- Analyse submissions, policy wordings, technical reports to assess exposures.
- Analyse underwriting information and ensure appropriate terms and conditions are secured in line with the Sompo Marine Underwriting Strategy
- Meet and negotiate with clients and brokers to build relationships and to develop new and renewal business.
- Contribute to build a well-diversified and balanced book in terms of risk profile and segmentation.
- Perform contract negotiation, attending and travelling to client meetings, presentations to customers and conducting underwriting reviews.
- Be responsible for underwriting document filings, accuracy of data entries to systems and contract integrity for accounts underwritten.
- Effectively interact, communicate, and negotiate with all levels of external and/or internal business partners (such as Distribution, Claims, Risk Engineering).
- Support marketing efforts, creating high quality, original solutions to enhance the reputation and market presence of Sompo.
- Focus on other value add projects, developments, and activities, as required.
- Representing Sompo externally to relevant internal & external shareholders, in commercial negotiations and/or through participation in industry forums, corporate communications events, etc to raise Sompo's profile within the marketplace.



**Skills & Experience:**

- 3+ years of experience working in underwriting position in Marine in Switzerland.
- Solid technical knowledge of Marine exposures.
- Expertise in international Large Corporate risks underwriting.
- Good network within the Swiss broker and inhouse risk manager Community.
- Strong interpersonal and communication skills.
- The highest levels of integrity.
- Team player
- Recognizes opportunities and approaches new trends with an entrepreneurial mindset.
- Good understanding of the insurance regulatory environment in Switzerland and its influence in business development, underwriting and claims management strategies.
- Naturally connects and builds strong relationships with others, demonstrating strong emotional intelligence and an ability to communicate clearly and persuasively.
- Language skills: English & German required; French beneficial.
- Willingness to travel internationally as required.

Sompo offers a competitive compensation and benefits package commensurate with experience.

Sompo is an equal opportunity employer committed to a diverse workforce.

Visit our website at [www.sompo-intl.com](http://www.sompo-intl.com).