



SOMPO INTERNATIONAL

Middle Market Underwriter - Birmingham

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 are 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 a **Cross Class Underwriter** for the **Middle Market** team in our **Birmingham** office. The Middle Market proposition offers comprehensive multi-line capabilities targeted at select industry verticals such as real estate, hospitality, financial institutions, professional services, technology, and life science. We work through a network of retail brokers who share our commitment to long-term partnerships built on a strong service proposition.

Expectation of the role is to assist in building a profitable book of business within the overall European business plan parameters, working with key broker partners in the UK.

Main areas of responsibility:

- Prioritization and evaluation of new and renewal submissions to identify those accounts that provide the greatest opportunity for profit consistent with the business plan and corporate profit objectives.
- Price and analyze coverage, structure and exposures on individual risks.
- Set appropriate terms and conditions per the Company underwriting strategy and guidelines to quote qualified risks.
- Attend client/broker meetings, lunches, dinners and other social outings as applicable.
- Exercise proper underwriting pricing and discipline to meet profitability goals, complying with underwriting guidelines, systems and procedures.
- Expand existing portfolio of business by developing existing relationships and new prospective clients.
- Support our focus on building strong customer relationships balanced with a strong risk mitigating and compliance-driven culture. Emphasis on proactive monitoring, governance, risk identification and escalation, as well as making sound risk decisions commensurate with the business unit's risk appetite. Conducts individual account underwriting audits as needed.



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- Complete underwriting referral applications for risks outside of your authority for higher level approval as necessary.

Qualifications, Skills and Experience:

- Cross class underwriting experience within the middle market space.
- Undergraduate, Insurance or advanced degree preferred.
- At least 3+ years of P&C underwriting experience.
- Significant experience within the middle market space.
- Established relationships with retail producers.
- Strong negotiation skills.
- Proficiency in Microsoft Office Suite (Excel, Word and PowerPoint).
- Excellent communication (both written and verbal) skills.

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

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

M/F/D/V

Visit our website at www.sompo-intl.com