



Sompo International is the trade name for the global specialty property and casualty insurance and reinsurance operations of Sompo Holdings, Inc. ("Sompo"), established in March 2017 as the result of Sompo's acquisition of Endurance Specialty Holdings Ltd.

Sompo is a financial services holding company organized under the laws of Japan whose shares are listed and posted for trading on the Tokyo Stock Exchange. Sompo, through various operating subsidiaries, is one of the top three insurers in Japan and 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 of Sompo and, through its operating subsidiaries, writes agriculture, casualty and other specialty, professional lines, property, marine/energy and aviation lines of insurance and catastrophe, property, casualty, professional lines and specialty lines of reinsurance.

As a leading global provider of insurance and reinsurance, we recognize that our success is derived directly from those whose contributions 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. A shared commitment to integrity, accountability, collaboration and agility 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.

#### **Position Summary:**

We are seeking a **Multinational Business Development Associate** to join our Insurance Product Development team in any of our US locations.

The **Multinational Business Development Associate** is the intermediary between underwriter, legal and regulatory compliance. It is this positions' responsibility to effectively deal with compliance issues surrounding placements in foreign jurisdictions. This role requires protecting the company's reputation and assets by ensuring Sompo International is in compliance with local statues in any jurisdiction worldwide.

**LOB:** Supports all Commercial Product Lines

#### **Responsibilities include:**

- Perform all required underwriting assistant-type duties to support the quote/bind/issue process for foreign local policies needed to support Master programs originating in the US or other SI territory.
- Continually evaluates and provides input on current processes and initiating changes in procedures in order to maintain a Best Practices environment
- Develop and maintain working relationships with overseas offices to facilitate quote/bind/issue process. Learning each office's authority and their ability to support our requests. You must also be



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able to understand and comply with local rules and regulations to remain compliant in all aspects of the transactions.

- Assists in underwriting training by developing training materials and participating in organized and informal training opportunities.
- Interact with brokers and clients as required and ensures service standards are met.
- Interact with legal, reinsurance, finance and other departments as required.
- Provides complete file documentation for record-keeping and report generation on all accounts serviced.
- Helps develop MBU resources by documenting individual country requirements as identified
- Other similar duties as assigned which are required in support of company and department objectives.

### **Desired Skills & Experience:**

- Minimum of seven years hands on experience working in commercial insurance
- Strong working knowledge of UW Compliance and Operations
- Focused on providing outstanding Customer Service
- Experienced at using good business judgement and analytical skills
- Ability to meet urgent deadlines and handle multiple priorities
- Excellent written and verbal communication skills
- Experience working with international clients world-wide an added plus

### **Education:**

- Bachelor's Degree required