



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.

We are seeking a **Director of Risk Control Service Transformation (VP)** for our **Sompo Global Risk Solutions – Strategic Business Unit** in our **New York, NY** office. The Director of Risk Control Service Transformation (VP) has the responsibility to develop a steady flow of innovative products and services for the Risk Control team within Sompo Global Risk Solutions (GRS). The individual will be responsible for harnessing new technologies to add value in servicing our clients. He/she must ensure that GRS is first to the market with creative solutions to assist our clients in reducing losses, understanding risks and being successful within their industry.

The **Director of Risk Control Service Transformation (VP)** must maintain a high level of knowledge in the areas of loss control techniques and practices as well as internal policies and procedures. He/she must support risk control staff in concert with the needs of Underwriting and in partnership with Claims to execute the business plans and strategies by providing leadership and guidance to GRS in performing their functions while ensuring that we are cutting-edge in products and services and well ahead of the competition. The Director of Risk Control Service Transformation (VP) will have the responsibility for training all risk control associates on the services to be implemented.

This role will report to the Global Director of Risk Control Services and is matrixed into the Sompo GRS Risk Control Leader and the GRS Technical Risk Control Manager.

Main areas of responsibility:

- Demonstrate thorough knowledge of the industry verticals and ARS clients we support. Identify present and future technical and service needs as well as emerging hazards;



- Work with risk control and business unit leaders to continually enhance the Sompo GRS risk control brand and implementation of Risk A/T. Assist with education of risk control team to ensure consistency with brand implementation;
- Track peer activity understand their services, their products and distribution methods. Provide feedback to leadership team on findings and evaluate ways to distinguish ourselves in the marketplace. Author long and short-term strategic business plans for innovation solutions which includes emerging issues Sompo GRS clients face. Be revolutionary in thought process for developing these solutions;
- Present an annual review and analysis of results to senior management;
- On a quarterly basis, rollout a new product or service that is clearly of value to our clients; Develop the launch strategy of the new service working with Risk Control leaders and Marketing and set key communication strategies for external and internal audiences;
- Provide the necessary mentoring and training to develop staff to meet future technical and business needs in the execution and delivery of all new products and services;
- Establish regular and ongoing communication with the GRS and ARS client advisory groups to understand their needs and expectations; Utilize CAB feedback to drive solutions;
- Engage clients in the market testing of new products and services and promote feedback to ensure value and need satisfaction;
- Ensure that we meet our underwriting commitment in the delivery of quality service, which exceeds the expectations of policyholders and the Sompo International organization;
- Ensure a steady flow of subject matter materials in partnership with field and home office risk control staff to meet Underwriting/Customer needs and Sompo International goals and guidelines. Develop white papers and other thought leadership pieces to increase our visibility in the marketplace;
- Utilize data to develop benchmarks for risk control services by industry vertical;
- Increase client retention through thought leadership in the risk control space; and
- Support our focus on building strong customer relationships balanced with a strong risk mitigating culture. Conducts individual account risk control audits as needed to ensure consistency and accuracy of work product.

Qualifications

- A four-year college degree or equivalent.
- Minimum of 10 years of experience in Risk Control/Loss Control.
- Solid understanding of sound Risk Control processes and techniques.
- Ability to effectively problem solve and find alternative equivalent solutions to complex technical, business, and interpersonal problems.
- Excellent oral and written communication skills, as well as an established capability in public speaking are necessary.
- Ability to manage conflict achieving successful outcomes and resolution.



- A proven track record of superior analytical, project management and planning skills.
- Demonstrated leadership skills that include the ability to; think outside the box to drive innovative solutions that solve customer needs, foster effective relationships, embrace and drive change, and influence others without having a direct reporting relationship.
- A self-starter who can initiate and complete a project with minimal supervision.
- Professional designations from the insurance or risk management industries are a plus (ARM, ASP, CSP, PE, CFPS, CIH, CPCU, etc.).

Sompo International offers a competitive compensation and benefits package commensurate with experience. For consideration; please e-mail your resume to: gconover@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