



Senior Casualty Underwriter - Madrid

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.

As Senior Casualty Underwriter you will make a significant contribution to the growth and expansion of our Casualty portfolio in Iberia.

We are looking for an energetic and ambitious Senior Underwriter (m/f/d) to strengthen our Casualty team located in Madrid or Barcelona for the Spanish & Portuguese Market.

Become part of our Sompo growth story!

Your tasks and responsibilities:

The position includes the following tasks:

- Support the Head of Casualty Iberia in building and processing a portfolio of profitable Casualty business and creating offers with appropriate terms and conditions to achieve expected profitability.
- Underwrite complex insurance risks in accordance with the business plan and personal authority to meet business objectives.
- Participate in contract negotiations, client meetings and prepare presentations to clients and brokers as part of policy renewals or new business.
- Maintain existing client and broker relationships as well as develop new business opportunities in collaboration with Business Development colleagues.
- Stay up to date with all underwriting strategies and policies and ensure they are respected for each account.
- Support the development, introduction and modification of own products/product versions including the monitoring of the local market and product developments.
- Monitor the developments in the local market, e.g. products, competitors and other market participants.
- Support proactive and distinctive sales activities with brokers and clients, as well as participation in market events to promote the Sompo brand to attract new business submissions.
- Active cross-selling with other Sompo International Lines of Businesses in particular identifying insurance needs arising from an insured transaction.



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Desired work experience:

- 8+ years professional experience in the insurance sector, mainly in the Casualty business
- Strong product knowledge and previous underwriting experience in multinational GL Programs
- Understanding of a disciplined approach to underwriting and strong analytical skills
- Experience in multinational Casualty Insurance
- Experience in a start-up environment or in developing new business and/or new products within an established company is an advantage
- Excellent networking skills, knowledge of the commercial insurance market in Spain and Portugal.
- Bachelor or higher education in Business, Finance, Science, Law or related area would be a plus

Desired qualities:

- Analytical, energetic, creative, adaptable, meticulous, determined, independent, intelligent, disciplined, assertive, proactive, hardworking, resilient, ambitious, team player
- Strong presentation and negotiation skills
- Ability to work under time pressure and to meet deadlines
- Flexibility and willingness to travel within Spain & Portugal and provide the highest quality of service
- Languages: Fluent in Spanish and English. Portuguese would be a plus.

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

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

Visit our website at www.sompo-intl.com