



SOMPO INTERNATIONAL

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 is 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 **Senior Client Services Specialist** for our **Global Risk Solutions, Risk Control** team in the U.S. **working remotely**. Global Risk Solutions offers comprehensive multi-line capabilities targeted at select industry verticals. Servicing middle market and large accounts domiciled in the U.S., we work through a network of retail brokers who share our commitment to long-term partnerships built on white glove service.

The Casualty Risk Control Specialist will provide risk improvement consultation to large and middle market commercial customers in our targeted industry verticals and provide added value to our clients. This position will evaluate the processes in place, conduct on-site visits of existing and prospective clients and aid the underwriters in the selection and pricing of an account. The Risk Control Specialist will also be responsible to track trends at an account and book level and communicate effectively with our clients and brokers. Candidate must have proficiency in casualty risk control skills as well as general property risk control skills.

Duties and Responsibilities:

- Working closely with the Underwriting team helping to support key underwriting strategies, interpreting technical criteria to help increase retention, creating new marketing opportunities (e.g. writing papers, giving presentations, etc.), and providing ad hoc and formal training to internal staff.
- Completing surveys of casualty risks
- Conducts extensive research and data collection which helps to identify customer's source of risk, loss and costs.
- Compiles facts from on-site visits and various reports and databases to assess existing processes/practices, determine severity/frequency of problems, and identify needs.
- Assesses and benchmarks customers performance against internal and industry standards.



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- Interprets and analyzes data to determine best course of action and/or solution that satisfies customer's risk service needs.
- Conducts cost-benefit analysis to determine how and when a recommended improvement at customer's facility/operation will pay off.
- Participates in training and development of customers.
- Oversees implementation of program(s).
- Provides technical support to assist with implementation of recommendations/actions plans.
- Actively pursues professional development efforts to better meet customer expectations.
- Actively participates in acquiring new business by presenting proposals to potential insureds.
- Assisting the field staff and underwriting in risk evaluation for complex casualty accounts
- Promoting Sompo International's expertise in the marketplace by attending conferences and participating in industry organizations
- Complete Basic Property Surveys as needed

Qualifications:

- A four-year college degree or equivalent
- ASP, ARM or other related certification
- Ability to obtain CSP
- 5-7 years of experience in insurance risk control
- Ability to find alternative equivalent solutions to complex problems
- Excellent oral and written communication skills
- Demonstrated leadership skills that include the ability to influence others without having a direct reporting relationship
- A self-starter who can initiate and complete a project with minimal supervision

Physical Requirements:

- Ability to walk and stand for 2 or more hours
- Ability to safely climb ladders and stand at elevated positions
- Ability to safely lift 15 pounds from ground level to over head
- Capable of working in warm and cold environments.
- Ability to travel by air/vehicle
- Valid Driver's License

Sompo International offers a competitive compensation and benefits package commensurate with experience. Please e-mail your resume along with your Minimum Salary Expectations as well as your Minimum Total Compensation Expectations to: Kim Pyle at kpyle@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