SOMPO INTERNATIONAL

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 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 **Senior Life Sciences Middle Market Underwriter** for our **Global Risk Solutions** team in our **Los Angeles Metropolitan** office. Global Risk Solutions offers comprehensive multi-line capabilities targeted at select industry verticals of life sciences, financial institutions, professional services, real estate, hospitality, and the Asian Risk Solutions customer segment. Servicing small commercial, middle market and large accounts, we work through a network of retail brokers who share our commitment to long-term partnerships built on white glove service.

Duties and Responsibilities:

- Reviews applications and financial requirements to determine acceptability of risk in accordance with Sompo guidelines and standards;
- Understands pricing components and rating methodology; prices risk based on financial and competitive analysis;
- Uses all appropriate underwriting tools, disciplines and knowledge of strategies to ensure underwriting guidelines are followed;
- Demonstrates technical underwriting skills through strategic, thorough account reviews and file documentation;
- Prepares or analyzes information on adverse underwriting decisions, rate appeals, underwriting requirements, status and declinations in order to drive results within the assigned territory;
- Adheres to guidelines and underwriting discipline to minimize exposure and appropriately price risks;
- Builds relationships directly with customers and brokers through consistent travel in designated territory;
- Ability to use sophisticated pricing models across various structures: guaranteed cost, SIRs, deductibles, retros etc.
- Independently handles a renewal book of business of $5M in annual premium;
- Contributes in excess of $3M new business annually

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Qualifications include:

- 5-10 years of underwriting/insurance experience
- Bachelor's Degree preferred
- Ability to successfully negotiate on all levels and develop broker/producer relationships
- Demonstrated technical expertise and product knowledge in Middle Market P&C Insurance (Property, General Liability, Products/E&O, Workers' Compensation, Auto Liability, Umbrella)
- Highly motivated team player
- Results oriented with strong attention to detail
- Proven success in binding new profitable business with brokers in the Northeast region
- Ability to adapt to a changing environment and handle multiple priorities
- Excellent written, oral and analytical skills
- Strong computer skills

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