



**SOMPO  
INTERNATIONAL**

## **For the expansion of our Professional Lines team in Cologne/Germany, we are looking for an experienced Professional Lines Underwriter.**

At Sompo International, people come first. We value cooperative and productive relationships between each other as well as with our clients, insurance brokers and partners. We appreciate the contribution of each team member and know that our success depends first and foremost on the people who matter most to us: our employees.

### **Your opportunity with Sompo:**

We are looking for an energetic and ambitious Senior Underwriter (m/f/d) to strengthen our **Professional Lines** team in the Cologne office.  
Become part of our Sompo growth story!

### **Your tasks and responsibilities:**

As Senior Underwriter Professional Lines you will make a significant contribution to the growth and expansion of a well-diversified, profitable and balanced Professional Lines portfolio.

The position includes the following tasks:

- Independently manage and process a portfolio of Professional Lines contracts including analyzing underwriting information, performing the underwriting including creating offers with appropriate terms and conditions to achieve expected profitability
- Conduct independent contract negotiations, participate in client meetings, and hold presentations to clients and brokers as part of policy renewals
- Maintain existing client and broker relationships as well as develop new business opportunities and co-operations in the German and Austrian market
- Contribute actively to the development of underwriting strategies
- Support the development, introduction and modification of own products/product versions including the monitoring of the local market and product developments
- Proactive and distinctive sales activities with brokers, in-house brokers and clients as well as participation in Professional Lines events to promote awareness of the Sompo brand and increase the number of submissions
- Active cross-selling with other Sompo International Specialty Lines products, in particular identifying insurance needs arising from an insured transaction
- Support the Head of Professional Lines Germany in the technical and professional training and supervision of (Associate) Underwriters in the team

Desired work experience:

- A recognized qualification in law, business and/or finance
- 5 to 10 years professional experience in the insurance industry of which at least 5 years in the Financial Lines sector
- Experience in building and growing a profitable business in Professional Lines
- Proven disciplined approach to underwriting
- 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 and relationships with clients and brokers in Germany/Austria
- In-depth knowledge of the German and European Professional Lines markets
- Strong product knowledge and previous underwriting experience in at least two of the following Professional Lines products:
  - o Managerial Liability (D&O, Fidelity Insurance (VSV), EPL, PTL/Trustee, POSI),



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- o Financial Institutions (FI D&O, FIPI, BBB, combined covers, POSI),
- o Professional liability (chambered professions)
- o Cyber

### **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 and provide the highest quality of service
- Business fluent in German and English

Sompo International offers a competitive remuneration and benefits package taking into account relevant experience

Sompo International is an equal opportunity employer committed to a diverse workforce (M/F/D).

If you would like to be part of a fast-growing insurance company and participate in Sompo's success story, please send your application via the link below.

### **About Sompo International**

"Sompo International" refers to Sompo International Holdings Ltd., a Bermuda-based holding company, together with its consolidated subsidiaries. Through its operating subsidiaries, Sompo International is a leading global provider of commercial and consumer property and casualty (re)insurance. Sompo International Holdings Ltd. is an indirect wholly owned subsidiary of Sompo Holdings, Inc. ("Sompo Holdings"). With more than 9000 employees at Sompo International, 75,000 employees total worldwide, entities in over 46 countries and over USD 35 billion in Gross Written Premiums, Sompo Holdings is one of the leading property and casualty insurance groups in the world. Sompo Holdings maintains excellent financial strength as evidenced by the ratings of A+ (Superior) from A.M. Best (XV size category) and A+ (Strong) from Standard and Poor's on its principal operating subsidiaries. For more information about Sompo International, follow us on LinkedIn or please visit [www.sompo-intl.com](http://www.sompo-intl.com).