



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 Underwriter, Middle Market** for our **Global Risk Solutions** team in our **New York or Boston** office. Global Risk Solutions offers comprehensive multi-line capabilities targeted at select industry verticals and Asian Risk Solutions. Servicing small, middle market and large accounts domiciled in the US, we work through a network of retail brokers who share our commitment to long-term partnerships built on white glove service.

Sompo GRS provides a client-centric white-glove service approach by offering comprehensive multi-line capabilities to accounts in select industry verticals including real estate, hospitality, financial institutions, life sciences, technology, and professional services. Taking a holistic approach to risk management, the unit offers commercial property, primary casualty (general liability, commercial auto, workers' compensation), lead umbrella, and environmental coverages, as well as parametric natural catastrophe products to small, middle-market and large accounts across target industry verticals in the U.S., Mexico and Europe. Sompo GRS also offers the same level of sophisticated services and coverages to Asian-interest accounts in the U.S. and Mexico.

Duties and Responsibilities:

- Effectively drive acceptable submission activity and quickly determine acceptability of risk in accordance with Sompo guidelines and standards;
- Good understanding of pricing components and rating methodology; prices risk based on financial and competitive analysis;
- Knowledge in underwriting General Liability, Workers Compensation, Auto and Umbrella;
- Ability to analyze joint venture partners and underwrite foreign parents of US subsidiaries on reverse flow business.

- Uses all appropriate underwriting tools, disciplines and knowledge of strategies to ensure underwriting guidelines are followed;
- Exhibits strong 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;
- Keeps current on state/territory issues, regulations and trends;
- Underwriting varying classes of business (i.e. manufacturing, retail, real estate, etc.); and
- Complete understanding and ability to use sophisticated pricing models across various structures: guaranteed cost, captives, SIRs, deductibles, etc.

Desired Skills & Experience

- 5 plus years of underwriting/insurance experience
- Bachelor's Degree preferred
- Well verse and experienced in working, producing, and underwriting all sizes of accounts with the large brokerage houses, agents, and specialty retailers
- Established underwriting, quoting, and binding track record of profitable business
- Well established relationships with brokers and agents on both a regional and national level
- Strong negotiation skills
- Team player and collaborative by nature
- Strong attention to detail
- Excellent oral and written communication skills

Excellent oral and written communication skills Sampo International offers a competitive compensation and benefits package commensurate with experience. For consideration; please e-mail your resume along with your Minimum Salary Expectations as well as your Minimum Total Compensation Expectations to: **Kim Pyle** at kpyle@sampo-intl.com

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

M/F/D/V

Visit our website at www.sampo-intl.com