

Senior Accident & Health Underwriter – Italian Market

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 an energetic and ambitious **Senior Underwriter (m/f/d), Accident & Health Insurance** to strengthen our A&H Italian team. This position is **based in our Milan office**.

Duties & Responsibilities:

- Independently manage and process a portfolio of A&H 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
- Meet and negotiate with clients and brokers to build relationships and to develop new and renewal business within the Italian markets. Contribute to build a well-diversified and balanced book in terms of risk profile and segmentation
- Contribute actively participate in 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 and clients as well as participation in Accident & Health events to promote awareness of the Sompo brand and increase the number of submissions
- Active cross-selling with other Sompo International products, in particular identifying insurance needs arising from an insured transaction

Desired Professional Experience:

- 8+ years in the insurance industry, of which at least 5 years in Accident & Health Insurance underwriting
- Experience in building and growing a profitable Accident & Health Insurance book
- Proven disciplined approach to underwriting
- In-depth knowledge of the Accident & Health Insurance markets, regulation and products
- In depth product knowledge and past underwriting experience in the following Accident & Health products:
 - Accident (Group & Individual)
 - Travel Accident (Group & Individual)
 - Private Medical Insurance (Group & Individual)
- Excellent networking skills and relationships with clients and brokers

Desired Skills:

- Analytical, energetic, creative, meticulous, driven, determined self-starter, smart, hardworking, resilient, ambitious, good team player.
- Good inter-personal skills and ability to collaborate with stakeholders (HR, Finance, Actuarial, Legal, Compliance, Operations, IT and Claims) to achieve goals.
- Strong presentation and negotiation skills
- Flexibility and willingness to travel and offer top service quality.
- Italian and English, other European languages at working level is a plus.

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

Visit our website at www.sompo-intl.com