

### **Cyber Senior Underwriter – Iberian 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 a **Cyber Senior Underwriter** with a focus on the **Spanish and Portuguese Markets** to join our **Financial Lines** team in Spain. This position could **either be based in our Barcelona or Madrid Offices**.

### **Duties & Responsibilities:**

The Senior Underwriter, Cyber, will be contributing significantly to the growth and development of a book of profitable and diversified Cyber insurance business. He/she will also assist the Financial Lines Manager in training and supervising Financial Lines underwriters from a technical point of view.

- Contribution to growth and profitability (bottom line) of Sompo International's portfolio by sourcing submissions, underwriting, pricing, marketing, and managing Cyber Insurance business and territories with the goals of maximizing the expected profitability and risk-adjusted return on capital.
- Manage existing relationships with clients and brokers while also developing new business opportunities. Contribute to build a well-diversified and balanced book in terms of risk profile and segmentation.
- Actively participate in the development of underwriting strategies
- Analyse underwriting information and ensure appropriate terms and conditions are secured
- Perform contract negotiation, attending and travelling to client meetings, presentations to customers and conducting underwriting reviews
- Proactively promote the Sompo brand and increase its recognition in Spain and Portugal
- Cross sell other Sompo International Specialty Lines products, in particular identifying insurance needs that evolve out of an insured transaction,



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- Develop launch and maintain local language product versions, watch local market and products developments.

### **Desired Professional Experience:**

- A recognised qualification in law, economics and/or finance.
- 5-10 years in the insurance industry, of which at least 3-5 years in Cyber Insurance underwriting
- Experience in building and growing a profitable Cyber Insurance book in the European markets
- Proven disciplined approach to underwriting
- In-depth knowledge of the Cyber Insurance market, regulation and products
  - In depth product knowledge and past underwriting experience in Cyber.
- Excellent networking skills and relationships with clients and brokers in Europe
- Experience with a start-up company or the development of new business and/or new products within an established company is a plus

### **Desired Skills:**

- Analytical, energetic, creative, meticulous, driven, determined self-starter, smart, hardworking, resilient, ambitious, good team player
- Strong presentation and negotiation skills
- Flexibility and willingness to travel and offer top service quality
- Spanish and English at working level

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

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

Visit our website at [www.sompo-intl.com](http://www.sompo-intl.com)