



## 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 is a financial services holding company organized under the laws of Japan whose shares are listed and posted for trading on the Tokyo Stock Exchange. Sompo, through various operating subsidiaries, is one of the top three insurers in Japan and 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 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 an **Underwriter – Financial Institutions** for our **New York City office**.

### **Duties and Responsibilities:**

- Drive financial performance across Financial Institution book of business
- Meet or exceed financial goals including profit, growth, rate, retention, commission and new business
- Help develop and execute the business plan for the Financial Institution book of business including strategy for achieving premium budget targets, renewal retention goals, new business goals, commission and expense budget targets and exemplary service standards
- Identify opportunities for growth for new and existing production sources
- Develop and execute a new business growth strategy including developing prospect initiatives
- Execute successful market penetration and agency management strategies including building, maintaining and managing strong producer and customer relationships
- Create and drive creative marketing and sales initiatives for professional lines
- Conduct account reviews/referrals and underwrite within underwriting guidelines and authority
- Develop and negotiate price, coverage, and terms and conditions for new business and renewals and actively identifying account rounding opportunities
- Meet with producers, customers, prospects and interns/younger employees to make presentations including product education and new product roll out
- Collaborate with department practice leader, underwriting, operations, claims, marketing and home office product management
- Actively engage in market and share competitive intelligence and industry trending with unit



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### **Qualifications:**

- Solid knowledge of Financial Institution underwriting theories and practices with expertise in all management liability products (Note: Financial Institutions underwriting preferred, but not required.)
- Proven track record of strong technical underwriting, agency and customer management, and financial deliverables
- Ability to balance account referrals and employee development
- Demonstrated new business production and renewal retention results
- Strong analytical skills including financial analysis
- Demonstrated proficiency in sales, marketing and negotiation
- Strong interpersonal, communication and negotiation skills.
- Ability to effectively collaborate with all levels of internal and external business partners
- Experience developing and executing on marketing plans and prospects
- Aptitude to build strong relationships with remote product management team
- Sound, balanced, and timely decision-making skills
- Bachelor's degree or equivalent experience
- Requisite complex business underwriting experience

Sompo International offers a competitive compensation and benefits package commensurate with experience. For consideration; please e-mail your resume along with salary expectations to: [mconnors@sompo-intl.com](mailto:mconnors@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](http://www.sompo-intl.com)