



## 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 **Hospital Underwriter** for **US Healthcare** in the **Northeast Region**. The Underwriter will have a thorough understanding of Sompo's strategies and appetites and will use internal and external data to make appropriate individual and portfolio risk decisions. The Underwriter is responsible for the profitable growth of an assigned book of business, utilizing underwriting policies and guidelines, rating manual rules and insurance laws and regulations. The open position reports to the SVP of Healthcare Underwriting and is responsible for a book of business working with healthcare providers.

### **Essential Duties and Responsibilities**

#### ***Underwriting Expertise***

- Minimum 10 years of Underwriting experience
- Reviews applications and financial requirements to determine acceptability of risk in accordance with Sompo underwriting guidelines and standards
- Understands pricing components and rating methodology as well as use of the predictive modeling tools; prices risk based on financial and competitive analysis
- Uses all appropriate underwriting tools, disciplines and knowledge of strategies to ensure underwriting guidelines are followed
- Demonstrates 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



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- Fosters and utilizes expertise within the company including claims, risk and actuarial resources
- Keeps current on state/territory issues, regulations and trends

### ***Portfolio Management***

- Manages assigned portfolio to achieve gross written premium, profitability, rate, retention, product mix, new business and portfolio management goals
- Prioritizes time and resources to effectively manage and optimize producer performance
- Operates with an Enterprise perspective to identify cross sell opportunities and create growth within other lines of business and customer segments
- Demonstrates in-depth knowledge of products and appetite while clearly communicating Somo position

### ***Sales & Distribution Management***

- Builds/maintains rigorous sales practices using all systems including Salesforce.com and other sales tools and disciplines
- Develops producer relationships to build pipeline, agency intelligence, and drives performance to meet and exceed results
- Develops and implements distributor specific plans, monitors performance, and adjusts plan to ensure a substantial pipeline for future profitable growth
- Drives effective relationship management and customer activities to build trust, facilitate negotiation and secure commitment with the customer
- Proactively identifies cross-sell opportunities and partners with other underwriters to deliver comprehensive insurance solutions for the customer

### ***Knowledge, Skills and Abilities***

- Knowledge of underwriting processes, coverages, and tools to gather and evaluate information in order to reach appropriate decisions on renewals and new business
- Ability to effectively interact and communicate with all levels of external and/or internal business partners within scope of responsibility, team and/or matrix environment
- Ability to uncover customer needs, position specific solutions, handle objections and close deals
- Ability to exercise judgment, negotiate and make sound business decisions effectively based on level of authority
- Strong ability to identify, analyze and solve problems as well as the ability to learn rapidly, adapt quickly to change, exercise influence, and manage and prioritize multiple concurrent projects

Sompo 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: [bkohlmeier@sompo-intl.com](mailto:bkohlmeier@sompo-intl.com)



**SOMPO  
INTERNATIONAL**

**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)