

Head Accident & Health Germany and Austria

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 the **Head Accident & Health** for the **German and Austrian Market**.

Duties & Responsibilities:

The Head Accident & Health Germany and Austria will be contributing significantly to the growth and development of a book of profitable and diversified Accident & Health insurance business. He/she will also assist in training and supervising the Accident & Health staff 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 Accident & Health Insurance business and territories with the goals of maximizing the expected profitability
- Meet and negotiate with clients and brokers to build relationships and to develop new and renewal business within the German and Austrian markets. 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 Germany, Austria and Europe
- Develop, launch and maintain local language product versions for the German and Austrian markets, watch local market and products developments
- Responsible for underwriting document filings, accuracy of data entries to systems and contract integrity for accounts underwritten

Desired Professional Experience:

- 10+ years in the insurance industry, of which at least 5-10 years in Accident & Health Insurance
- 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
- 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
- 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
- German 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