

Are you looking for your next opportunity?

Sompo has a unique opportunity for a **VP, Head of Casualty Belgium & Netherlands** in our Belgium & Netherlands team.

This role will work closely with the Continental Europe Line of Business Head for Casualty and Head of Distribution focusing on the development and expansion of our client and broker relationships, as well as supporting for the acceleration of profitable growth and retention in achieving profitability targets, in line with our local, regional and global strategies.

The role will require acting as a Company Ambassador in the marketplace and with other external stakeholders, seeking to develop and maintain relationships with these key constituents and influencers.

Location: This position will be based out of our **Brussels or Rotterdam** offices. We strive for collaboration which is why we offer a work environment where our employees thrive and develop long lasting careers.

Our business, your impact, our opportunity:

What you'll be doing:

- Own full P&L accountability and leading the development and execution of the market strategy for Casualty in the Netherlands and Belgium
- Contribute to the growth and to the expected profitability of Sompo International Casualty portfolio by actively sourcing submissions
- Proactively meet and negotiate with clients and brokers to build relationships and to develop new and renewal business
- Build and manage a well-diversified and balanced book in terms of risk profile and segmentation
- Actively participate in the development of underwriting strategies within the Casualty team at European level
- Active participation in the local management team
- Analyse underwriting information, creating offers and ensure appropriate terms and conditions are secured
- Perform contract negotiation, participating and travelling to client meetings, hold presentations to customers and brokers
- Develop, launch and maintain local language Casualty product versions, monitoring local market and products developments
- Be responsible for underwriting document filings, accuracy of data entries to systems and contract integrity for accounts underwritten
- Effectively interact, communicate and negotiate with all levels of external and/or internal business partners
- Support marketing efforts, creating high quality, original solutions to enhance the reputation and market presence of Sompo International
- Focus on other value add projects, developments, and activities, as required
- Representing Sompo externally at the highest-level including interests with the press and relevant internal & external shareholders, in commercial negotiations and/or through participation in industry forums, corporate communications events, etc to raise Sompo International's profile within the marketplace

What you'll bring:

- 10+ years of experience working in underwriting and (senior) management positions in Casualty in the Netherlands and Belgium; wider experience is a plus
- Deep insurance industry knowledge, underpinned by relevant qualifications and a strong track record of accomplishment.

- Strong expertise in international large casualty and heavy industry risk underwriting of global insurance programs
- Broad network within the Dutch and Belgium broker and inhouse risk manager Community
- A strong visible leader who can carry people with him or her and is able to lead from the front, able to empower others and let them lead where they have the skills and capability to do so
- A “business building” mindset with a demonstrated track record of success in growing a profitable book of insurance business
- Strong interpersonal, communication and leadership skills. Able to provide clear direction through periods of change
- The highest levels of integrity
- Strong leadership skills and a team player. Deep knowledge of international management processes and corporate dynamics as well as a thorough understanding of the market and industry environment.
- Strong understanding of economic relationships, business models in the insurance industry and knowledge of strategy development
- Recognizes opportunities and approaches new trends with an entrepreneurial mindset
- Ability to assess strategic issues and deliver tactical solutions. Strong experience in developing and executing annual and long-term strategic plans
- Good understanding of the insurance regulatory environment and its influence in business development, underwriting and claims management strategies
- Demonstrated leadership in performance management and team building, combined with extensive skills in analysing and solving issues or problems
- Naturally connects and builds strong relationships with others, demonstrating strong emotional intelligence and an ability to communicate clearly and persuasively
- Language skills: English; any other European language is a plus
- Willingness to travel internationally as required

Our Benefits

We continuously evaluate and update our benefit programs to ensure that our plans meet the needs of our employees and their dependents. Below are a few highlights of our inclusive benefit programs:

- Expansive Health & Wellness Benefits
- Generous Retirement & Savings Plans
- Global Parental Leave & Adoption Assistance

In today's world, what do we stand for?

We strive to create exceptional value for our clients and shareholders while maintaining Sompō as an attractive place to work. We foster an environment of ongoing, open dialogue between managers and their direct reports, and believe in an organizational environment where everyone belongs. We proudly are a multi-racial, multi-cultural, global enterprise. We reject all forms of racism, bigotry, prejudice and injustice and continue to invest in building out an inclusive and diverse work environment.

About Us

Expert Partners.

Clarity in complexity.

Unwavering commitment.

We're Sompō, a global provider of property, casualty, and specialty insurance and reinsurance. Building on Sompō Holdings' 130 years of innovation, we're committed to applying all of our experience to simplify yours.



Our dedication to you shows up in the care we put in every detail, working to create a frictionless risk management journey for everyone we serve.

We lead with your priorities, meticulously crafting solutions, sharing insights, and understanding your needs.

Around the world, our 9,000+ employees use their expertise to learn, improve and find clear answers for your complex challenges.

Because when you choose Sompo, you choose the ease of expertise.

To learn more about visit our website at www.sompo-intl.com