

VP, Head of Marine - France

Sompo International Holdings Ltd. (Sompo International) is a global specialty provider of property and casualty insurance and reinsurance. Sompo International companies are wholly owned subsidiaries of Sompo Holdings, Inc., whose core business encompasses one of the largest property and casualty insurance groups in the Japanese domestic market. Through our operating subsidiaries, Sompo International underwrites agriculture, professional lines, property, aviation, marine and energy, financial and political risks and casualty and other specialty and catastrophe lines of insurance and reinsurance. Headquartered in Bermuda, we currently also have offices in the United States, the United Kingdom, Continental Europe, Latin America, the Middle East and Asia. Sompo International is a company driven by its core values, a carrier that holds promise, trust and the commitment to protect at the center of everything we do. We recognize that our success is derived directly from those who matter most: our people. Our culture is defined by a commitment to integrity, teamwork, agility, execution, and excellence; and we strive to create exceptional value for our clients and shareholders and maintain Sompo International as a desirable place to work.

This role will work closely with the Country Manager as well as the Continental Europe Line of Business Head for Marine 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.

Additionally, 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.

Responsibilities:

- Own full P&L accountability and develop and execute the market strategy for Marine in France
- Contribute to the growth and profitability of Sompo International Marine portfolio by actively sourcing submissions
- Meet and negotiate with clients and brokers to build relationships and to develop new and renewal business, contribute to build a well-diversified and balanced book in terms of risk profile and segmentation
- Actively participate in the development of underwriting strategies within the Marine team at European level
- 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
- Develop, launch and maintain local language Marine product versions for the French market, watch 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
- Be an active participant in the local management team



- 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 market place

Skills & Experience:

- Deep insurance industry knowledge and broad network, underpinned by relevant qualifications and a strong track record of accomplishment
- 10+ years of experience working in underwriting and (senior) management positions in Marine Cargo in France; wider experience including Marine Hull is a plus
- Strong expertise in international large corporate marine underwriting, primarily cargo, specie, FFCL-Freight Forwarder's & Carrier's Liability. Commodities and Marine hull liability will be a plus.
- 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
- Ability to manage and drive a profitable French P&L, ability to assess strategic issues and deliver tactical solutions. Strong experience in developing and executing annual and long-term strategic plans with an entrepreneurial mindset
- 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
- Good understanding of the insurance regulatory environment in France 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
- The highest levels of integrity
- Language skills: English; French; any other European language is a plus
- Willingness to travel internationally as required

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

Sompo International is an equal opportunity employer committed to a diverse workforce.

Visit our website at www.sompo-intl.com