



SOMPO INTERNATIONAL

VP, Head of Middle Market, UK Regions

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 are 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 VP, **Head of Middle Market, UK Regions** role for our **Manchester** office. The Middle Market proposition offers comprehensive multi-line capabilities targeted at select industry verticals of real estate, hospitality, financial institutions, professional services, technology, and life science. We work through a network of retail brokers who share our commitment to long-term partnerships built on a strong service proposition.

Expectation of the role is to build an underwriting team and profitable book of business within the overall European business plan parameters, working with key broker partners in the UK, focusing on the Birmingham region.

Main areas of responsibility:

- Lead the overall account growth for Middle Market within the Northern region, building a multi-line book of business and determining our broker panel for the area.
- Build the Middle Market underwriting team in the Northern region, assuming line management of the underwriters.
- Work alongside Large Property and Casualty underwriters within the Northern region, building Sompo's presence and brand outside of London in the UK.
- Prioritization and evaluation of new and renewal submissions to identify those accounts that provide the greatest opportunity for profit consistent with the business plan and corporate profit objectives.
- Price and analyze coverage, structure and exposures on individual risks.
- Set appropriate terms and conditions per the Company underwriting strategy and guidelines to quote qualified risks.
- Attend client/broker meetings, lunches, dinners and other social outings as applicable.
- Exercise proper underwriting pricing and discipline to meet profitability goals, complying with underwriting guidelines, systems and procedures.



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- Expand existing portfolio of business by developing existing relationships and new prospective clients.
- Supports our focus on building strong customer relationships balanced with a strong risk mitigating and compliance-driven culture. Emphasis on proactive monitoring, governance, risk identification and escalation, as well as making sound risk decisions commensurate with the business unit's risk appetite. Conducts individual account underwriting audits as needed.
- Complete underwriting referral applications for risks outside of your authority for higher level approval as necessary.
- Deep underwriting experience in Professional Indemnity, Property and Liability within the middle market space.

Qualifications, Skills and Experience:

- Undergraduate, Insurance or advanced degree preferred.
- At least 8+ years of P&C underwriting experience.
- Significant experience within the middle market space.
- Established relationships with retail producers.
- Strong negotiation skills.
- Proficiency in Microsoft Office Suite (Excel, Word and PowerPoint).
- Excellent communication (both written and verbal) skills.

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

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

M/F/D/V

Visit our website at www.sompo-intl.com