



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.

Summary:

We are seeking a **Vice President** for our **Inland Marine** business in our **Chicago, IL** location. The U.S. Insurance Inland Marine practice offers a full portfolio of inland marine coverage including both mono-line and marine packages. Working with a select group of wholesale and retail brokers, our experienced specialists tailor solutions to meet the unique needs of each client. Providing individual risk policies as well as products for niche classes, we deliver risk solutions effectively and responsively.

Main areas of responsibility:

- Responsible for the underwriting of the Inland Marine business within assigned territory and agency base.
- Evaluates all individual risk characteristics to properly determine capacity, attachment point, terms and pricing to build and underwrite a diverse and profitable book of business.
- Maintains and enhances existing broker relationships and identify and develop new relationships both regionally and outside the territory.
- Develops and executes a marketing plan aimed at retaining existing business and producing new business.
- Keeps abreast of industry trends with regard to pricing, new lines of business, etc.
- Adapts underwriting techniques to underwriting guidelines and rating plans to write a wide range of account size and operations.
- Recommends amendments and enhancements, including coverage, policy forms, premium rate plans and underwriting guidelines, loss control guidelines, and distribution.
- Maintain files in an orderly manner consistent with company guidelines.
- Ability to work with others within a team and contribute to the development of others.



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Qualifications, Skills and Experience:

- Minimum of 10 years experience of Inland Marine/Property underwriting experience
- Established relationships with local retail brokers with ability to move business a plus
- Successful track record of developing underwriters who acquire/apply a high level of underwriting skill, building agent/broker relationships and making the right business decisions;
- Ability to plan strategically and prioritize workload to meet production and management objectives.
- Experience successfully underwriting, quoting, and binding profitable business
- Bachelor's Degree preferred
- Strong analytical and organizational skills
- 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. For consideration; please e-mail your resume along with your Minimum Salary Expectations as well as your Minimum Total Compensation Expectations to: mconnors@sompo-intl.com

**Sompo International is an equal opportunity employer committed to a diverse workforce.
M/F/D/V**

Visit our website at www.sompo-intl.com