



### **VP, GRS Underwriting Leader**

Sompo International is the trade name for the global specialty property and casualty insurance and reinsurance operations of Sompo Holdings, Inc. ("Sompo"), established in March 2017 as the result of Sompo's acquisition of Endurance Specialty Holdings Ltd.

Sompo is a financial services holding company organized under the laws of Japan whose shares are listed and posted for trading on the Tokyo Stock Exchange. Sompo, through various operating subsidiaries, is one of the top three insurers in Japan and 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 of Sompo and, through its operating subsidiaries, writes agriculture, casualty and other specialty, professional lines, property, marine/energy and aviation lines of insurance and catastrophe, property, casualty, professional lines and specialty lines of reinsurance.

As a leading global provider of insurance and reinsurance, we recognize that our success is derived directly from those whose contributions 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. A shared commitment to integrity, accountability, collaboration and agility 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, GRS Underwriting Leader** for our **Global Risk Solutions** team in our **Bermuda** office. Global Risk Solutions offers comprehensive multi-line capabilities in most global markets targeted at select industry verticals (real estate, hospitality, financial institutions, professional services, technology and life sciences) and our Asian Risk Solutions client segment (U.S. and Mexico). Servicing small, middle market and large accounts in the U.S., Mexico, Europe and Asia-Pac, we work through a network of retail brokers who share our commitment to long-term partnerships built on white glove service.

Expectation of the role is to manage the total global business environment related to the strategy, underwriting, production, development, expense control and profitability of our Global products (including Parametrics) handled via the implementation of company underwriting discipline/guidelines, marketing plans and servicing standards for existing and potential clients. Deep underwriting experience of insurance industry products is required with the added preferred experience for **Property and General Liability**. Responsible for interfacing with product leaders, business development, modeling, actuarial, service administration, and claims staff as necessary to conduct business in a professional manner. The **VP, GRS Underwriting Leader** will be a key member of the Sompo GRS team and will have primary day-to-day responsibility for managing this key business segment for Sompo GRS.

#### **Essential Duties and Responsibilities:**

- Work closely with the Sompo GRS CEO, COO and Chief Pricing Actuary to develop and execute strategic goals/plans for GRS customized product offerings, including Parametrics.
- Develop profitable customized product growth strategy throughout various market cycles by leveraging existing GRS distribution platform, Senior Leadership team and strong customer relationships.
- Develop new customized products and customer relationships. Speak at industry events targeted at GRS Industry Vertical clients and attend client/broker meetings as required.
- Work closely with Sompo teams across the globe to ensure compliance with global insurance regulations for all GRS products, enabling our global platform.
- Exercise proper underwriting and pricing discipline to meet profitability goals, complying with underwriting authority/guidelines, systems and procedures. Responsible for the Profit & Loss statements (P&L) for our customized products.
- Optimize reinsurance purchasing working with Sompo GRS and Ceded Re team.
- 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.
- Authorize quotes/binders/invoices as appropriate within own authority level.
- Challenge the status quo, where necessary, in a professional and constructive manner to address problem areas and improve organizational performance and efficiency.
- Deep underwriting experience with the added preferred experience for Property and General Liability.
- Identify and manage emerging risks and the dynamics of different markets and legal/regulatory environments.
- Works closely with other Senior Leaders on identifying new business opportunities that will lead to long term profitable growth. Creates value proposition in order to attract clients.

#### **Required Qualifications, Skills and Experience:**

- Undergraduate, Insurance or advanced degree.
- At least 15 years of P&C underwriting experience.
- Significant experience within targeted business.
- Established relationships with retail producers.
- Strong negotiation and client interaction skills.
- Proficiency in Microsoft Office Suite (Excel, Word and PowerPoint).
- Excellent communication (both written and verbal) skills.
- Ability to plan strategically and prioritize workload to meet production and management objectives.

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

For consideration, please e-mail your resume to [Careers-Bermuda@sompo-intl.com](mailto:Careers-Bermuda@sompo-intl.com) or hand deliver to Sompo International, Waterloo House, 100 Pitts Bay Road, Pembroke, HM08. Attention: Human Resources.

Closing Date: Friday October 08 2021

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

Visit our website at <http://www.sompo-intl.com>