



**Senior Underwriter, M&A Insurance**

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.

We are seeking a **Senior Underwriter, M&A Insurance** to join our new European underwriting hub in **Barcelona, Spain**. The Senior Underwriter, M&A Insurance, will be contributing significantly to the growth and development of a book of profitable and diversified M&A insurance business. They will also assist the M&A Insurance Underwriting Manager in training and supervising M&A underwriters from a technical point of view.

**Duties & Responsibilities:**

- Contribution to growth and profitability (bottom line) of Sompo International's portfolio by underwriting, pricing, marketing and managing M&A Insurance business and territories with the goals of maximizing the expected profitability and risk-adjusted return on capital
- Manage existing relationships with clients and brokers while also developing new business opportunities, particularly within the assigned European markets. Contribute to a well-diversified and balanced book that includes insuring large transactions as well as SME business. While the focus of underwriting shall be on generating revenue with buy- and sell-side W&I Insurance, underwriting knowledge of Tax Liability & Contingent Risk Transfer Insurance is an asset
- Actively participate in development of underwriting strategies
- Analyse the individual account risk and ensure appropriate pricing approach as well as utilisation of capacity.
- Perform contract negotiation, attending and travelling to client meetings, presentations to customers and conducting underwriting reviews
- Coordinate the underwriting process and manage the internal interaction with underwriters, risk analysts and actuaries



## **SOMPO INTERNATIONAL**

- Proactively promote the Sompo brand and increase its recognition
- Cross sell other Sompo International Specialty Lines products, in particular identifying insurance needs that evolve out of an insured transaction
- Develop and launch local language products for assigned European markets

### **Desired Professional Experience:**

- A recognised qualification in law, economics and/or finance, preferably admitted to practice law as a solicitor in at least one jurisdiction (admitted to the bar)
- Corporate law firm, M&A department of a large company, corporate finance, M&A advisory, investment banking
- 7-10 years plus, of which at least 3 years in M&A Insurance underwriting
- Experience in building and growing a profitable M&A Insurance book in European markets
- Proven disciplined approach to underwriting
- In-depth knowledge of the European M&A Insurance markets
- Thorough familiarity with risk assessment, analytics, pricing, underwriting, and contract issues
- Excellent networking skills and relationships with clients and brokers in Europe
- Experience with a start-up company or the development of new business and/or new products within an established company is a plus

### **Desired Skills:**

- Analytical, energetic, creative, meticulous, driven, determined self-starter, smart, hardworking, resilient, ambitious, good team player
- Strong presentation and negotiation skills
- Able to follow the fast pace of the underlying M&A transactions, which includes the willingness to work flexible and sometimes long hours
- English, plus at least two other European languages at working level (preferably including German, French, Italian or Spanish).

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](http://www.sompo-intl.com)