

Are you looking for your next opportunity?

Sompo has a unique opportunity for an **AVP, Underwriter** in our **Middle Market** team in our **UK Commercial Lines** business.

The Middle Market proposition offers comprehensive multi-line capabilities targeted at select industry verticals such as leisure & hospitality, charities, professional services, education, and manufacturing. 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 assist in building a profitable book of business within the overall European business plan parameters, working with key broker partners in the UK.

Location: This position will be based out of our **Manchester** office. We strive for collaboration which is why we offer a work environment where our employees thrive and develop long lasting careers.

Our business, your impact, our opportunity:

What you'll be doing:

- 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.
- Expand existing portfolio of business by developing existing relationships and new prospective clients.
- Support 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.
- Support the Head of Middle Market London with the development of the underwriting team through referrals and training sessions.
- Support the Middle Market drive to improve operational and underwriting efficiency through project involvement.

What you'll bring:

- Undergraduate, Insurance or advanced degree preferred.
- At least 8+ years of commercial 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.



Our Benefits

We continuously evaluate and update our benefit programs to ensure that our plans meet the needs of our employees and their dependents. Below are a few highlights of our inclusive benefit programs:

- Expansive Health & Wellness Benefits
- Generous Retirement & Savings Plans
- Global Parental Leave & Adoption Assistance

In today's world, what do we stand for?

We strive to create exceptional value for our clients and shareholders while maintaining Somo as an attractive place to work. We foster an environment of ongoing, open dialogue between managers and their direct reports, and believe in an organizational environment where everyone belongs. We proudly are a multi-racial, multi-cultural, global enterprise. We reject all forms of racism, bigotry, prejudice and injustice and continue to invest in building out an inclusive and diverse work environment.

About Us

Expert Partners.

Clarity in complexity.

Unwavering commitment.

We're Somo, a global provider of property, casualty, and specialty insurance and reinsurance. Building on Somo Holdings' 130 years of innovation, we're committed to applying all of our experience to simplify yours.

Our dedication to you shows up in the care we put in every detail, working to create a frictionless risk management journey for everyone we serve.

We lead with your priorities, meticulously crafting solutions, sharing insights, and understanding your needs.

Around the world, our 9,000+ employees use their expertise to learn, improve and find clear answers for your complex challenges.

Because when you choose Somo, you choose the ease of expertise.

To learn more about visit our website at www.sompo-intl.com