

### **Are you looking for your next opportunity?**

Sompo has a unique opportunity for a **Global Head of Long-Tail Pricing** in our **Central Pricing and Analytics** team.

This newly created role will report into the Global Head of Central Pricing and Analytics and the successful candidate will focus on developing a robust, sustainable, and scalable long-tail pricing performance culture within our growing and ambitious business. The role will also have strong Matrix connections to the underwriting leads and will work collaboratively with Insurance Leadership, Underwriting and Pricing teams to communicate, influence and create momentum for a new way of working for the Insurance function, globally. The successful candidate will support the Pricing function goals of ensuring better decisions are possible at all levels of the business in addition to developing our ability to understand and effectively compare our portfolio at both a macro and micro level. The successful candidate will be energized by mobilizing cultural change and will sponsor innovation across the technical function.

**Location:** This position will be based out of our **London** 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:**

- Lead long-term projects to support the company's strategic product vision.
- Build a consistent approach to pricing methodology for long-tail products.
- Stay abreast of industry trends, market dynamics and emerging risks that affect the long-tail product lines to adapt and refine pricing strategies.
- Design and oversee the development of robust, compliant and scalable pricing tools to support long-tail lines.
- Ensure pricing tools are properly calibrated to align with market conditions and the company's risk appetite.
- Monitor and analyze the performance of the long-tail insurance portfolio, identifying areas for strategic growth, improvement and potential risks.
- Foster strong relationships with regional teams to ensure consistent and effective implementation of global pricing policies.
- Work closely with the global heads of underwriting to ensure our analytical capabilities at least match and possibly exceed our Underwriting requirements.
- Work alongside the reserving, capital, risk management and underwriting functions globally in support of a consistent actuarial approach across the business, particularly in respect of underwriting parameters.
- High-level review and challenge of Business Plan outputs to supplement similar challenge/review provided by the Actuarial function.
- Contribute to the profitability of the lines of business by conducting regular reviews for different segments of the property portfolio.
- Support with the development of market leading pricing systems to improve the operation of pricing models, data storage and integration with underwriting systems to gain a competitive advantage in the global property arena.

#### **What you'll bring:**

- A minimum of fifteen years' experience in a global insurance company, financial services, or consulting firm.
- Demonstrable understanding of the Long-Tail market at a multinational level and an innovative approach.
- Strong stakeholder management, interpersonal and influencing skills, with the ability to articulate a business case and value behind a course of action, to broad audiences, including executives and junior staff.



- Must be self-motivated and able to operate independently within a fast-paced, multi-tasked, global organisation.
- Excellent technical and analytical skills, combined with sound actuarial judgement and commercial awareness.
- Ability to deal with challenge and think on their feet when dealing with senior stakeholders.
- Needs to be highly organized, ability to prioritize projects and deadline focused.
- Ability to independently develop and implement new methodologies.
- Strong written and oral communication skills are required.
- Dynamic/flexible demeanour with strong client service 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](http://www.sompo-intl.com)