

Are you looking for your next opportunity?

Sompo has a unique opportunity for a **Senior Underwriter** in our **Marine** team for Iberia.

Our Marine Underwriting team offers a multi-line product range including Hull, Cargo and Marine Liabilities capabilities as well as multinational programmes. We work through a network of brokers who share our commitment to long-term partnerships built on a strong service proposition.

This role will work closely with the Head of Marine for Spain focusing on the development and expansion of our client and broker relationships, as well as supporting the acceleration of profitable growth and retention in achieving profitability targets, in line with our local, regional and global strategies.

Additionally, the role will require acting as a company ambassador in the marketplace and with other external stakeholders, seeking to develop and maintain relationships with these key constituents and influencers.

Location: This position will be based out of our **Madrid or Barcelona** 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:

- Contribute to the growth and profitability of Sompo Marine portfolio by actively sourcing submissions. Meet and negotiate with clients and brokers to build relationships and to develop new and renewal business.
- Analyse submissions, policy wordings, technical reports, etc. to assess exposures and ensure appropriate terms and conditions are secured in line with the Sompo Marine Underwriting Strategy. Contribute to build a well-diversified and balanced book in terms of risk profile and segmentation.
- Effectively interact, communicate and negotiate with all levels of external and/or internal business partners (such as Distribution, Claims, Risk Engineering).
- Support marketing efforts, creating high quality, original solutions to enhance the reputation and market presence of Sompo.
- Representing Sompo externally to relevant internal & external shareholders, in commercial negotiations and/or through participation in industry forums, corporate communications events, etc.

What you'll bring:

- A solid career within the Marine Insurance industry, with at least 8 years of experience working in underwriting position.
- Expertise across all main Marine classes (Hull, Cargo, Liabilities), and stronger background in either Hull or Cargo. Experience in handling Large Corporate risks and Multinational Programmes.
- Deep knowledge of the Spanish Marine market, and a solid network.
- Strong interpersonal and communication skills, team player, ability to build strong commercial relationships.
- Language skills: Spanish and fluent English required.

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