

### Are you looking for your next opportunity?

Sompo has a unique opportunity for a **VP Client Relationship Manager** in our **Client Management** team in our [UK business].

The **VP, Client Relationship Manager** role provides support to the Head of UK Client Management and team, in the delivery of the client management service and value proposition for Sompo UK. Working seamlessly with underwriting, multinational, claims and distribution colleagues, among others – to deliver exception service to existing and potential clients and drive profitable growth.

**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:

- Supporting the Client Management team and UK Business, in building trusted advisor relationships with key clients, broking partners and executive sponsors.
- Lead the engagement with a portfolio of existing and prospective clients, developing an understanding of their business and aligning bespoke strategic account plans to deliver Sompo's value proposition.
- Working with the underwriting, multinational servicing and claims teams to ensure the timely and successful delivery of insurance solutions according to customer needs and objectives. Ensure the team works closely and collaboratively to effectively address any client issues or concerns.
- Using market knowledge and internal/external leads to identify, quantify and develop opportunities.
- Implementing the Client Management Framework, with regular review meetings, ensuring client contact is maintained and all issues are identified, addressed and relationships built and strengthened.
- Providing overall portfolio ownership of strategic account relationships, ensuring profitability and growth targets are achieved.

#### What you'll bring:

- Minimum +10 years' experience working in a client management or business development role.
- Strong relationships and visibility within the risk management and brokerage community
- Highly collaborative, diplomatic, and influential with internal teams, clients, and brokers
- Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organisation.
- Experience in delivering client-focused solutions based on customer needs.
- Excellent listening, negotiation, and presentation skills as well as verbal and written communication skills
- Willingness to Travel

#### 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 Sampo 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 Sampo, a global provider of property, casualty, and specialty insurance and reinsurance. Building on Sampo 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 Sampo, you choose the ease of expertise.

To learn more about visit our website at [www.sampo-intl.com](http://www.sampo-intl.com)