

# Regional Sales Manager

## Atradius

The Atradius Group provides trade credit insurance, surety and collections services worldwide, and has a presence through 160 offices in 52 countries. The products offered by Atradius protect companies around the world against the default risks associated with selling goods and services on credit.

At Atradius, we believe in personal development and the Growth Mindset. Our Culture is based on teamwork, reliable accountability, constantly improving and unrivalled service.

Read on more on our Career site: <https://careers.atradius.com/en/careers>.

Atradius is a fast growing and dynamic International Trade Credit Insurance Organization, which offers financial products that are essential for today's strategic business and financial customer.

We are currently recruiting for a **Regional Sales Manager** position for Canada based in the **Mississauga, Ontario** office. This is an opportunity to work together in a professional environment, with an ambitious sales force where everyone's contribution is valued. Applicants should be able to demonstrate a sales mentality with a consultative approach. Our sales professionals perform the following functions: prospect for new business, schedule appointments, make sales calls, provide product recommendations, close sales, and provide ongoing client service.

### **Responsibilities of this position include:**

- Marketing and selling a specialized financial product (domestic and export credit insurance) to corporations within assigned regions. Sales Associates work with a broad range of companies from small businesses to large Fortune 500 organizations.
- Presenting programs and underwriting results to leading executives within these companies.
- Building a portfolio of business that will coincide with Atradius' targeted goals.
- Marketing the product to banks and the lending community.
- Servicing new and existing clients by monitoring their programs and coverage.
- Negotiating acceptable terms and conditions with clients, brokers, and underwriting staff.
- Occasional travel within the region.

Salary package includes base salary up to CAD \$90,000 + commission based on results, car allowance, office expenses paid, and excellent benefits package including full suite of health and wellness benefits, retirement savings matching program and 3 weeks of vacation to start.

### **Equal opportunities for all**

The success of our organization stands with the quality of our people and the ideas they have. Insights and innovative solutions for our customers are the result of an interplay of cultures, knowledge and experience. That is why diversity is extremely important to Atradius. To ensure that all colleagues within Atradius can develop their qualities, we promote an inclusive culture in which everyone feels involved and valued. We encourage and welcome everyone to apply to our positions.

### **Do you have any questions about our offer?**

Susan PAULSON, Human Resources, is available by e-mail at [susan.paulson@atradius.com](mailto:susan.paulson@atradius.com).

### **I am Atradius! - Do you want to know who we are?**

Get to know Atradius colleagues in this video:

<https://www.youtube.com/watch?v=NnsgT04OpTU&t=4s>

*Atradius is a global provider of credit insurance, bond and surety, collections and information services, with a strategic presence in over 50 countries. The products offered by Atradius protect companies around the world against the default risks associated with selling goods and services on credit. Atradius is a member of Grupo Catalana Occidente (GCO.MC), one of the largest insurers in Spain and one of the largest credit insurers in the world.*

*You can find further information on our website: <https://group.atradius.com>*