

Business Development Manager

Permanent, full time
Dublin, Ireland

Atradius

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> and <https://group.atradius.com/multinationals/>

Job Description

We require a highly motivated individual to join our Commercial Unit Team as Business Development Manager. Working out of our Dublin office this exciting role will include raising awareness of Atradius in the Irish market and the prospecting, structuring and closing of credit insurance business with new direct clients and via a network of introducer brokers or other intermediary channels. As the key entry point into Atradius for the direct sales channel in Ireland you will actively promote our products via your contacts and networks. You will be responsible for establishing, presenting and negotiating credit insurance deals to ensure we are the insurer of choice.

Job Requirements

- Developing business relationships, with a variety of business prospects and / or intermediaries and seeking new ways of driving profitable growth.
- Monitoring the performance of your network and apply appropriate strategies to maintain healthy prospect pipelines.
- Responding within agreed service levels and authoritatively to all enquiries, adopting a 'right first time' philosophy.
- Responsible for raising awareness of the company in the market place and securing new clients.
- Seek out new prospects, assessment of client needs and selection of suitable / potential clients.
- Negotiating business with all interested parties to secure a competitive offering.
- Strong understanding of policy structures and an excellent appreciation of negotiating and closing a sale

Skills, Knowledge, Education and Experience

- Confident, ambitious, independent self-starter with a desire to succeed in a competitive market.
- A team-player, able to work alongside & with other team members to progress / enhance our offering but at the same time able to be managed remotely.
- Experience gained in the Insurance, Credit, Financial Services industry or selling a similar product would be an advantage.
- Proven ability to source new business and achieve sales targets.
- Ability to manage a sales pipeline and produce relevant reports.
- **Strong knowledge and experience of CRM platforms**
- Ambition and attitude to succeed.
- Business courses or financial/ business relevant degree desirable
- A full driving licence is essential

What do we offer?

- A dynamic, international and challenging work environment

- Training and support to reach your full potential including the opportunity for continuous professional development
- Competitive salary and commission scheme
- pension package and income protection scheme
- Life assurance cover at 4 x annual salary.
- Health insurance
- Employee Assistance Programme
- Income protection insurance to cover any absence due to illness
- In addition to the above, we operate a salary sacrifice scheme whereby you can take advantage of discounted rates in terms of private dental cover, private health insurance retail vouchers, cycle to work scheme etc.

Equal opportunities for all

The success of our organisation 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?

Elan BOOTH, Human Resources, is available by e-mail at Elan.Booth@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>

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