

Sales & Account Manager Atradius Collections – Singapore

Atradius Collections

Atradius Collections provides efficient, quick and flexible solutions to collect domestic and international trade debts. With a global network of collections specialists, lawyers and insolvency practitioners worldwide, Atradius Collections serves over 15,000 customers, supporting them to reduce client's trade risks through our efficient Business to Business focused trade invoice collections services such as Standby Services, Invoice Verification and Factoring transactions. Atradius Collections is a business unit of Atradius Group, which forms part of Grupo Catalana Occidente, one of the leading insurers in Spain and worldwide in credit insurance.

About the Role

Based in Singapore, you will take on a true hybrid role combining account management and business development across Singapore and Southeast Asia.

You will be responsible for managing and growing an existing portfolio of clients while actively developing new business opportunities. This role requires a strong balance between building long-term client relationships and driving commercial growth.

As the main point of contact for clients, you will act as a trusted advisor, delivering practical solutions, strengthening partnerships, and identifying opportunities to expand business through upselling, cross-selling, and new client acquisition.

Success in this role is defined by your ability to retain and grow key accounts while building a strong and sustainable pipeline of new opportunities. Some travel within Singapore and Southeast Asia may be required.

Key Responsibilities

1. Client Management & Growth

- Act as the primary point of contact for assigned clients, building strong and trusted relationships
- Manage and grow an existing portfolio with a focus on retention, expansion, and profitability
- Identify and drive upsell and cross-sell opportunities within existing accounts
- Monitor account performance and take proactive steps to improve results
- Ensure high standards of service delivery and client satisfaction
- Work closely with internal teams to deliver effective and tailored solutions
- Collaborate with regional colleagues to support cross-border client development
- Position yourself as a trusted advisor by providing relevant and practical market insights

KPI Focus:

Client retention, account growth, and expansion of existing relationships

2. Business Development & Pipeline Growth

- Identify, qualify, and pursue new business opportunities across target sectors
- Build and maintain a strong, consistent sales pipeline
- Generate leads through networking, referrals, partnerships, and outbound initiatives
- Manage and prioritise inbound enquiries with a commercial focus
- Prepare and deliver proposals, tenders, and client presentations
- Drive opportunities through to conversion in collaboration with the wider commercial team

KPI Focus:

Pipeline generation, conversion rate, and new revenue growth

3. Commercial Ownership

- Take ownership of revenue and growth targets
- Develop and present pricing proposals and commercial offers with a focus on profitability
- Balance client needs with risk considerations and margin objectives
- Regularly review client portfolios to identify opportunities for improvement and value creation

Experience & Requirements

Experience

- Proven experience in account management, client relationship management, or B2B sales
- Experience in financial services, credit risk, insurance, or collections is a strong advantage

Skills & Competencies

- Strong relationship-building skills with a customer-focused mindset

- Commercially driven with a proactive approach to identifying opportunities
- Excellent communication and stakeholder management skills
- Strong organisational and time management abilities
- Analytical mindset with the ability to assess performance and identify improvements
- Self-motivated and comfortable working independently in a dynamic environment

What We Offer

- A dynamic and international working environment
- Close collaboration with regional and global teams
- Exposure to cross-border clients and complex commercial situations
- Opportunities for professional growth and career development
- Competitive compensation and benefits

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.

The Company is offering a dynamic working environment. Interested candidates please apply by sending your resume, cover letter including your salary expectations by clicking '**APPLY**'. We regret only shortlisted candidates will be contacted.

Please attach in your application:

- Resume
- Cover Letter including your salary expectations

All information received will be kept in strict confidence and only used for employment-related purposes. A competitive salary will be offered depending on work experience.