

Senior Account Manager, Global Unit, Sweden

Ready to move on from a trade finance position in a bank, financial institution, export company or just looking for a career in a global company with responsibility for large clients?

Global Unit is a cross-country unit in Atradius, offering trade credit insurance programs to major international clients. While the overall responsibility of the insurance program lies within the HQ country of the client, we service the subsidiaries in the various countries via our branch offices in 50 countries around the world.

Apart from the manager, the Global Team in Sweden consists of 3 highly skilled and experienced account managers who serve 19 Swedish based multinational companies and 50+ service accounts.

Main responsibilities

Being a Senior Account Manager in Global you need to be hands-on, operational with responsibility for customer and broker relationships and take a lead in sales generating activities. You should have an interest in global trade and trade finance and the risks with it. Apart from daily contact with customers and brokers, frequent interaction with other Atradius service account managers across the international network are vital to ensure excellent service. Outbound activities will include customer visits internationally as well as across Sweden, internal travelling to some extent, as well as representing and promoting Atradius and trade credit insurance in the Swedish business community.

- You will have direct customer responsibility for large Global export companies.
- Ensure profitable growth and maintenance of the customer portfolio.
- Identify and address Global prospects at a strategic level, recognize and act on business opportunities.
- Key contact and negotiator with customers and brokers
- Knowledge of trade finance products
- Engage in optimizing cooperation with other units, nationally and internationally to enable optimal customer handling

The ideal candidate has:

- Minimum 5 years' experience, from the industry or financial sector.
- Team player with an understanding of Swedish culture and business environment
- Relevant education and/or business courses
- Excellent language skills (fluent in Swedish and English)
- Ability to engage and communicate at executive level
- Proven ability to achieve financial targets and handle complex issues

What we offer:

- Great and challenging workplace: professional, respectful and informal
- International environment
- Global Training platform and Atradius Academy courses
- Attractive terms and conditions
- Strong reputation in the market with high professional standards

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?

Head of Global Sweden, Fredrik Ådén, is available by e-mail at fredrik.aden@atradius.com or on the phone: +46(0)70 169 49 61

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>