Business Development Manager - Singapore

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.

The opportunity

Atradius Singapore is looking for a commercially driven Business Development Manager to join the Commercial team. The role is responsible for developing new business, strengthening broker and customer relationships, and converting opportunities into profitable, sustainable growth. The successful candidate will combine disciplined sales execution with a strong understanding of customer needs and the ability to work effectively across underwriting, account management and regional stakeholders.

Key responsibilities

- Develop strong relationships with brokers, intermediaries, prospects and customers, building a sustainable pipeline of new business opportunities.
- Identify and pursue new business through targeted prospecting, referrals, broker engagement and market activity.
- Manage the end-to-end sales process, from qualification and needs assessment through solution development, negotiation and closing.
- Understand customers' credit risk and insurance needs, and work with internal stakeholders to develop competitive and commercially sound solutions.
- Deliver agreed growth and profitability objectives, while maintaining a disciplined and well-managed sales pipeline.
- Build Atradius' visibility in the Singapore market through networking, broker engagement, client meetings and relevant market initiatives.

Knowledge, experience and qualifications

- Proven experience in business development, sales or relationship management, ideally in trade credit insurance, insurance, banking, financial services or a related B2B environment.
- Strong track record of building commercial relationships and converting opportunities into new business.
- Strong negotiation, presentation and closing skills, with the confidence to engage senior decision-makers.
- Sound commercial judgement, balancing growth, customer needs, risk and profitability.
- A proactive, self-driven and collaborative approach, with the ability to work effectively across internal and external stakeholders.
- Fluency in English and/or Mandarin.

What's in it for you?

- End-to-end ownership of new business opportunities, from opening doors through to negotiation and closing.
- A role where you can have a visible impact on the growth of our Singapore business.
- The opportunity to build and grow your own network of brokers, prospects and

customers in Singapore.
•The opportunity to work with and learn from experienced Atradius colleagues across Asia and internationally, broadening your commercial experience, knowledge and network.

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
•Attractive terms and conditions, including competitive salary, pension package and a range of flexible benefits and rewards
•Challenging tasks with individual development and training opportunities

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.

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