# Commercial Leadership Opportunity

## 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.

We have an exciting B3 Commercial Leadership opportunity within the Strategic Account team, designed to provide broad exposure to strategic account management, complex customer solutions, new business, commercial change and the wider broker market. Importantly, this is a developmental role. You do not need to arrive with expertise across every area. The opportunity is designed to build your knowledge, experience and confidence across several key areas of the Strategic Account and wider Commercial environment.

## Job Responsibilites

### Business Change and Product Development

You will have the opportunity to contribute to and increasingly lead change across Commercial Operations and our approach to market engagement.
You will help shape and develop our product strategy, identifying opportunities for innovation and product enhancement that differentiate our proposition, strengthen our competitive position and enable us to outperform the wider market offering.

### Strategic Customer Management

You will learn how we manage strategically important customers whose requirements can be more complex than those accommodated through our standard propositions.
This will include developing a strong understanding of the customer’s business, strategic priorities and commercial objectives, as well as the role credit insurance can play in supporting their growth and risk management objectives.

### Bespoke Policies and Trade Finance Solutions

A key part of the development opportunity will be building technical knowledge of our more bespoke policy structures and finance-related propositions.
You will gain exposure to complex policy requirements and learn how we develop solutions that balance customer needs and commercial opportunities with appropriate underwriting, pricing, risk and governance considerations.

### Supporting New Business

You will work closely with colleagues in New Business, helping to identify and develop opportunities within the strategic and complex customer segment.
This will provide valuable experience of how opportunities progress from initial customer or broker discussions and proposition development through to negotiation and implementation.

### Developing External Relationships

Strategic Accounts is highly relationship-driven. You will have the opportunity to build a strong external network, particularly with our key broker partners, while developing your confidence in representing Atradius externally.
You will build a greater understanding of the priorities of both brokers and customers and how strong relationships can support customer retention, new opportunities and sustainable commercial growth.

**Championing Internal Relationships**
Successfully managing complex customers requires collaboration across the business. You will build strong relationships with colleagues across Account Management, Risk Services, New Business and other specialist areas, learning how to bring together the right expertise to deliver effective customer solutions.

**What will the role involve?**
Working with and learning from experienced members of the Strategic Account team, you will:
- Support the management and development of strategically important customer relationships.
- Gradually take responsibility for elements of the customer relationship as your knowledge and experience develop.
- Build an understanding of complex and bespoke credit insurance and finance-related policy structures.
- Develop your commercial understanding of customers, their sectors and underlying business models.
- Participate in customer and broker meetings, building the confidence to contribute effectively and increasingly represent the business externally.
- Work alongside New Business colleagues on strategically important opportunities.
- Develop strong relationships across our key broker network.
- Coordinate effectively with Risk Services and other internal stakeholders when developing customer solutions.
- Gain exposure to renewal strategy, customer retention and the commercial management of larger and more complex relationships.
- Contribute to business change, product development and enhancements to our commercial proposition.
- Develop the judgement required to balance customer needs, growth opportunities, risk appetite and commercial return.

**What are we looking for?**
We are looking for someone with the potential and ambition to develop into a senior role. You do not need to arrive with expertise in every area. You will build capabilities relevant to a B3, and more senior roles. The purpose of the role is development, with a particular focus on:
- Developing a detailed understanding of Commercial Operations and market engagement.
- Shape and enhance our product proposition to strengthen market competitiveness.
- Identify opportunities for innovation that differentiate our offering.
- A genuine interest in customers, their businesses and how Atradius can support them.
- Commercial curiosity and a willingness to understand complex businesses and business models.
- An appetite to develop technical knowledge of credit insurance and bespoke financial solutions.

•Strong communication and relationship-building skills.
•Confidence to engage with colleagues and, increasingly, external customers and brokers.
•An ability to build productive relationships across different areas of the organisation.
•Good organisation and attention to detail.
•A willingness to challenge, ask questions and contribute new ideas.
•An interest in innovation, product development and improving our commercial proposition.
•The ability to balance commercial ambition with appropriate consideration of policy and underwriting risk.

This role is intended to provide a broad development pathway rather than experience in one narrow area.

## What will you get from the opportunity?

You will gain exposure to the interaction between Strategic Accounts, New Business, Risk Services, brokers and customers, providing an excellent grounding in how some of our most strategically important and complex relationships and opportunities are managed.

You will also gain experience of commercial change, market engagement and product development, providing the opportunity to contribute to how our proposition evolves and how we differentiate ourselves in a competitive market.

Over time, the objective is to develop greater independence, technical expertise, commercial judgement and external confidence, preparing you to take increasing ownership of strategic customer relationships, new opportunities and the continued development of our market leading commercial proposition.

## 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
•Hybrid working (work up to 2 days a week from home)
•Competitive salary and annual bonus scheme (7.5% of salary)
•Market leading pension package (a minimum of 12% employer contribution) plus income protection insurance and 10 x life assurance cover
•Company Car included
•Income protection scheme (covering 75% of salary plus pension contributions)
•Life assurance cover at 10 x annual salary.
•Employee Assistance Programme

## 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

*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*