

Sales Representative - Indonesia (Surabaya)

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>.

Are you ready for a new challenge?

Are you motivated by working in a dynamic multinational environment and do you thrive by developing relationships and advising clients? Then this is the role for you!

Working in a high paced business culture whilst being supported by a multinational company, you get to service and develop your own portfolio. You will meet a wide variety of companies, from SMEs to multinationals and advise them on credit management solutions. You are also responsible for managing a variety of distribution channels in order to achieve retention and profitability targets. Key aspects are business growth, profitability and relationship development.

Job Responsibilities

- Responsible for developing business relationships with a variety of clients and intermediaries including brokers, agents and partners.
- Provide customer service and support
- Grow the client portfolio
- Able to work independently as well as in a team
- General awareness for cultural sensitivity
- Establish and negotiate terms to ensure profitability

Job Requirements

- Bachelor's or master's degree majoring in Business, Economics or equivalent preferred
- Minimum 4-5 years of work experience in a sales or business development role. A background in the financial services industry will be an advantage.
- Fluent in English, both written and oral communication.
- A team player with willingness to help others to get the job done
- Location is Surabaya

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 and a range of flexible benefits and rewards
- Challenging tasks with individual development and training opportunities

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.

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.

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>