

2 Account Managers (1 Junior & 1 Senior) Surety Unit, Sweden

Are you fresh out from the University or have many years of experience, or maybe just tired of working in a bank? Maybe you started in a trade finance position in a bank, financial institution, export company but feel like you want a career in a global company with responsibility for all our Swedish Surety clients?

Atradius Surety Unit is a pan-European Surety provider with local service orientation. Atradius is currently marketing bonds with local teams in the Nordics, France, Belgium and Luxemburg, Italy, Spain, Portugal, Germany and the Netherlands. The team in Sweden, located in Stockholm is looking for both a Senior and a Junior Account Manager.

Apart from the Swedish Surety Manager, the Surety Team in Sweden consists of 1 highly skilled and experienced Account manager, 2 Administrators who perform independent administrative work, and we are now looking for both a Junior and a Senior Account Manager to join our team. We are a small team who work closely together and help each other when needed. We also work closely with the Senior Manager of Financial underwriting for Surety's Northern Europe region while based in Stockholm.

Atradius is a market-leading Surety provider in Europe and serves a wide portfolio of businesses of all sizes across different industries. Atradius provides the customer with a unique Surety partner, focused on supporting their domestic and European bond needs.

Main responsibilities

Being a Junior Account Manager in Surety, you will grow into your role with guidance from more senior colleagues. The aim is for you to be hands-on, operational with responsibility for smaller customers and equivalent broker business. You will also support the Senior Manager of Financial underwriting with collection of financial information from our customers, as well as support with more qualified administrative tasks.

Being a Senior Account Manager in Surety, you need to be hands-on, operational with responsibility for large customer and broker relationships and take a lead in sales generating activities. Apart from daily contact with customers and brokers, frequent interaction with other Atradius account managers across the international network is vital to ensure excellent service.

To be successful in your role and growth, you should have good initiative, be meticulous and focused on details and to some extent fearless and inquisitive. A strong interest in Swedish and Nordic finances and business life is essential, and we also assume that you:

- Show ability to prioritize and organize own work and deliver to agreed targets upon set deadlines
- Feel comfortable in drafting Financial Submissions
- Have a result driven personality with focus on business growth, profitability and relationship development.
- Are a team player with capability to support other colleagues if necessary
- Enjoy being the key contact with customers and brokers

The ideal Junior candidate has:

- Minimum 1 years' experience, from the industry, financial sector or relevant education within Finances.
- Excellent language skills (fluent in Swedish and English)
- An open, somewhat humble mindset, eager to learn and grow your competencies
- Experience from working in complex IT systems and appreciates technical challenges.

The ideal Senior candidate has:

- Minimum 5 years' experience, from the industry or financial sector.
- 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:

- A great and challenging place to work: International, dynamic, transparent and informal.
- International environment

- Attractive package. Salary in line with market conditions, variable pay scheme, pension scheme etc.
- Strong reputation in the market with high professional standards

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 more information online at www.atradius.com

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>

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?

Manager of Surety Sweden, Sofie Hjorter, is available by e-mail at sofie.hjorter@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>

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You can find further information on our website: <https://group.atradius.com>