

# Senior Account Manager

## 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>.

## Job Description

Atradius Trade Credit Insurance Inc, our US subsidiary, is looking for an experienced professional to join our MBNC Team as Senior Account Manager. The ideal candidates will have a bachelor's degree in business, finance or economics, and 5+ years of financial or business analysis experience with a focus on client relations. For the right individual, this is an opportunity to work together in a professional environment where everyone's contribution is valued. This position is eligible for our hybrid policy, enabling fully trained employees to work remotely up to three days a week. Candidates must reside within the Eastern Time zone. Preference will be given to those within a commutable distance to Hunt Valley, MD or New York, NY.

## In this position your key responsibilities will be to:

- Manage development and retention of existing customer relations with the aim of maximizing income growth
- Provide service and support to customers and brokers/agents to develop and build client relationships
- Identify and support development of business opportunities for additional sales of services and products
- Establish policy terms and conditions (including pricing and risk assessment) to ensure profitability of portfolios: negotiate/manage out poor performing policies as required
- Apply an understanding, aligned to the appropriate competency level and business segment for policy structures, country requirements, legal aspects

## The following elements are important for this position:

- Detail-oriented with strong overall analysis skills
- Sound understanding of financial analysis and/or bank structures
- Understanding of working with different cultures and time zones
- Occasional flexibility with hours due to time zone variances
- Ability to travel when required
- Strong interest in companies and trading activities
- Ability to work well with others in a team environment
- Proactive
- Good time management skills
- Strong communication skills, both written and verbal
- Ambitious and eager to learn
- Analytical Skills
- Well-developed skills in Excel/Microsoft Office
- 5+ years previous applicable experience

## What do we offer?

- Base salary commensurate with experience
- Bonus potential
- Casual dress code
- Generous leave package including 3 weeks annual vacation accrual, sick time, standard holidays and floating holidays
- Wellness program

- Company subsidized Health and Dental care coverage
- Company paid Vision, Life Insurance/AD&D, Disability plans
- 401(k) plan with 100% match on up to 6% of salary plus annual profit share contribution
- Education Assistance plan

**Annual Salary:** \$85,000 - \$115,00 based on experience and location.

**Equal opportunities for all**

The success of our organization 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?**

Susan PAULSON, Human Resources, is available by e-mail at [susan.paulson@atradius.com](mailto:susan.paulson@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>