Account Manager - Commercial

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.

Department Description

Commercial

Job Description

As an Account Manager, you will play a pivotal role in delivering exceptional service and strategic support to our policyholders and broker partners. This position demands a proactive and knowledgeable professional who can foster strong relationships, advocate for customer needs, and ensure the integrity and accuracy of policy management. You will be instrumental in maintaining high standards of underwriting, compliance, and customer satisfaction, while also contributing to the continuous improvement of internal systems and processes. If you thrive in a dynamic, international environment and are passionate about delivering value through expert account management, we invite you to join our team.

In this position your key responsibilities will be:

- Maintain and build positive relationships with brokers, customers, and colleagues
- Ability to explain policy terms and reporting requirements
- Maintain and develop knowledge of customer's trade sector to ensure credibility and customer satisfaction
- Ensure appropriate pricing and underwriting of renewal policies in accordance with policy underwriting guidelines
- Seek management approval on policy terms or endorsement wording
- Assist in obtaining documentation for Claims
- Prepare all required information for structuring and pricing deals
- Structure new business and renewal quotes for clients in a multitude of industries / trade sectors.
- Foster relationships with risk underwriters and seek their support on risk underwriting
- Turnaround quotes to broker partners with expediency
- Occasional travel as required to visit broker partners and policyholders

What qualification should you have? The ideal candidate will have the following profile:

- Account Management experience in the Finance or Insurance industry
- Detail oriented with strong overall analysis and problem solving skills
- Strong communication skills, both verbal and written
- The ability to be flexible and handle multiple tasks within assigned deadlines
- Must be comfortable working in a multi-cultural & international environment
- Proficient with Microsoft Office software, and the ability to perform functions in company established software and applications
- Ability to work well with team members in an office hybrid working environment

•Bilingual in French and English preferred.

What do we offer?

•Competitive Salary of $90,000 annually with a 10% bonus potential
•Generous leave package including 3 weeks of vacation, personal time, standard holidays and floating holidays
•Full suite of health and wellness benefits
•Retirement savings matching program
•Office Hybrid Work Environment

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?

Susan PAULSON, Human Resources, is available by e-mail at 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