

Global 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>.

Department Description

Global

Job Description

An opportunity exists for an experienced professional to join our Global Accounts Team in Hunt Valley, Maryland as Account Manager. The ideal candidates will have a Bachelor's Degree in business, finance or economics, and multiple years of experience within the credit insurance sector (5-10 years). For the right individual, this is an opportunity to work together in a professional environment where everyone's contribution is valued.

In this position your key responsibilities will be:

- Be responsible for the management and development of an existing customer portfolio including the customer relationship with the aim to maintain a high level of customer service and maximize premium growth
- Establish policy terms and conditions (including pricing and risk assessment) to ensure profitability of portfolios, including underwriting renewal terms
- Apply an understanding, aligned to the appropriate competency level and business segment, for policy structures, country requirements, legal aspects and where necessary, cultural sensitivities
- Provide excellent customer service to both internal and external stakeholders
- Ability to work strongly individually as well as in a team structure in all elements of the business, including high level thinking/sparring, administrative and project-oriented tasks,
- Maintain a high level of organization and speed of service for internal and external stakeholders

The ideal candidate will have the:

- Eagerness to learn
- Ability to organize, prioritize and effectively manage time
- Understanding of working with different cultures
- Strong team player
- Strong written and oral communication skills
- Occasional flexibility with hours due to time zone variances
- Analytical Skills and ability to utilize strategic thinking to connect the dots
- Well-developed skills in Microsoft suite (Outlook, Excel, PowerPoint, Teams etc.).
- Ability to consider the big picture while being able to remain detail-oriented
- Capability to self-start
- Bachelor's Degree with preferably a financial analysis or banking background

What do we offer?

- **Competitive Salary:** \$85,000 - \$105,000 annually, dependent on experience level with a 10% bonus.
- **Paid Time Off:** 3 weeks vacation, 8 floating holidays, 6 sick days, maternity and parental leave, office closure holidays.
- **Flexible Working:** Hybrid model with 3 days remote and 2 days onsite.
- **Insurance:** Medical and dental plans with shared premiums, Vision, Disability and Life Insurance fully paid by company.
- **Retirement Plan:** 401k with 100% company match up to 6% of salary contributions and annual profit share, pre-tax and Roth options.
- For more information check out our career page at: [United States - Working at Atradius](#)

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.

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>