Regional Sales 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.

We are seeking a Regional Sales Manager to join our U.S. sales team. This is a remote hybrid opportunity, and we are specifically interested in candidates **located in or near Morristown, NJ**.

This is an exciting opportunity to join a global leader in trade credit insurance and be part of a high-performing, collaborative sales force. If you're a driven sales professional with a consultative mindset and a passion for helping businesses grow, we want to hear from you!

Department Description

Sales (Eastern US)

Job Description

Applicants should be able to demonstrate a sales mentality with a consultative approach. Our sales professionals perform the following functions: prospect for new business, schedule appointments, make sales calls, provide product recommendations, close sales, and provide ongoing client service.

In this position your key responsibilities will be:

- Marketing and selling a specialized financial product (domestic and export credit insurance) to corporations within assigned regions. Sales Associates work with a broad range of companies from small businesses to large Fortune 500 organizations.
- Presenting programs and underwriting results to leading executives within these companies.
- Building a portfolio of business that will coincide with Atradius' targeted goals.
- Marketing the product to banks and the lending community.
- Servicing new and existing clients by monitoring their programs and coverage.
- Negotiating acceptable terms and conditions with clients, brokers, and underwriting staff.
- Occasional travel within the region.

What qualification should you have?

Applicants should be able to demonstrate a sales mentality with a consultative approach. The ideal candidate will have the following profile:

- Bachelor's degree, preferably with business or finance related focus, or equivalent years of experience.
- Proficient in Microsoft office suite.
- A self-starter with individual drive to succeed, undaunted by challenges.
- Strong communication and listening skills.
- A growth mindset.
- Ability to obtain and maintain proper insurance licensing.

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.
•Challenging tasks with individual development and training opportunities.
•Financial package includes base salary up to $80K, plus car allowance and attractive commission plan based on results. Base salary range (for sales positions) is based on years of applicable experience and location.
•Excellent benefits package including full suite of health and wellness benefits, 401K retirement match and excellent time off benefits including 3 weeks of vacation to start, standard holidays, floating holidays and other paid time off benefits.

Note: This position requires the ability to travel to client sites within the Eastern US region. Candidates must reside in the United States and be authorized to work without visa sponsorship.

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