

Senior Business Development 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

We are currently recruiting for a Senior Business Development Manager to work from our Manchester office. The role involves the prospecting and closing of credit insurance business primarily via a network of brokers.

Previous industry experience is not required. You will receive full training on our products and services, which will allow you to identify new business opportunities in order to generate revenue, improve profitability and help the business grow.

In this position your key responsibilities will be:

- Developing relationships with brokers and customers
- Raising awareness of the company in the market place
- Presenting and negotiating credit insurance deals
- Monitoring the performance of your network and applying appropriate strategies to maintain healthy prospect pipelines
- Developing account plans for prospective customers, solution selling across our portfolio of services

What we are looking for:

- A real desire to exceed customer expectations
- Excellent communication skills
- A team-player, able to work alongside & with other team members to progress / enhance our offering
- Organisation skills (the successful candidate will be required to manage their own sales pipeline)
- An independent self starter with a desire to succeed in a competitive market.
- Experience gained in the Insurance, Credit, Financial Services industry or selling a similar product would be an advantage but not essential

What do we offer?

We are a global company and recruit talent throughout the world. We promote a positive and diverse working culture for all our people and value experience and expertise from a wide variety of backgrounds. If you feel you meet the requirements of this role then we want to hear from you. In return, we offer the following benefits:

- Full training and commitment to your personal development
- Competitive salary and commission scheme
- Hybrid working
- 27.5 days annual leave starting (plus bank holidays) with the option to buy or sell up to 5 days of leave annually

- Market leading pension package (12% employer contribution as a minimum with no requirement for any employee contribution)
- Life assurance cover at 10 x annual salary.
- Employee Assistance Programme
- Income protection insurance to cover any absence due to illness
- In addition to the above, we operate a salary sacrifice scheme whereby you can take advantage of discounted rates in terms of private dental cover, private health insurance retail vouchers, cycle to work scheme etc.

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?

Elan BOOTH, Human Resources, is available by e-mail at Elan.Booth@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>