

Global Sales Representative B3

Atradius Collections

Annual salary – up to £55,000 depending on experience.

Full time position (36 hours a week)

Cardiff Bay

Our Organisation

Atradius provides trade credit insurance, surety and collections services worldwide through a strategic presence 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.

Atradius has over 3,000 staff members all around the world. Our UK Headquarters in Cardiff Bay employs over 350 people working in a range of departments including Underwriting, Sales, Account Management, Collections, Claims and IT. You can read more about us on our careers site: "[United Kingdom - Working at Atradius](#)"

Atradius Collections

Atradius Collections provides efficient, quick and flexible solutions to support businesses with accounts receivable management on both a domestic and international scale. With a global network of collections specialists, lawyers and insolvency practitioners worldwide, Atradius Collections serves over 15,000 customers, supporting them to reduce client's trade risks.

Job Description

Within this dynamic, results driven and international environment we are looking for a Senior Sales Representative to join our business based in our Cardiff office. In this role, you will have direct responsibility for identifying new business opportunities, engaging new clients and closing business deals with multi-national organisations. This is an excellent opportunity for a self-motived, confident individual with experience in the sales field.

In this position your key responsibilities will be:

- Build and maintain a healthy pipeline for new business, and development of existing Strategic Accounts within commercial industry business sectors whilst supporting our growth within the location and up-sell and deep-sell these accounts, internationally. Important to understand their trading hierarchy and opportunities.
- Using a commercial, consultative sales approach to identify a range of new business opportunities with major companies with a range of business requirements including but not limited to Third Party Collections and other Credit Management Services.
- Utilise existing knowledge of Credit and Risk Management environments, in order to effectively align our services with the Clients' needs.
- Able to understand and influence complex decision-making unit structures.
- Working with other Atradius Collections' Strategic Account Managers to establish cross fertilisation of the Strategic Accounts internationally and communicate new product / service developments to your key client base.
- Establish and develop working relationships with prospective Strategic Accounts and related Channel Partners.
- Working as a trusted advisor, providing support and guidance to new and existing clients.
- Provide and present competitive pricing proposals on prospect applications and tenders submitted for pricing while striving to maintain maximum profit margin.
- Administer accounts in the Customer Relationship Management tool to accurately forecast incoming business, make customer reports and sales plans.
- Support the Atradius Credit Insurance Commercial and Global teams and their clients in the understanding of Atradius Collections service capabilities
- Be actively involved in prospecting Network events

Job Requirements

- Understand sales and commercial processes & procedures to sell value added services and

solutions;

- Knowledge of Credit and Risk Management environment, services and processes is desirable;
- Strong negotiation skills, using experience and knowledge to influence others.
- Able to interpret and draw relevant customer and industry sector insights from various resources;
- Able to transform the needs of the client into a realistic sales process and meet the client's expectations.
- Ability to be self-reliant and self-starter attitude with focus on Multinational and Strategic Accounts;
- Highly customer oriented focus.
- Strong understanding about business market and competitors' products
- A positive attitude and ability to interact and cooperate with all company employees;
- English speaker, second language skill is a plus.

What do we offer?

- A truly international and dynamic working environment.
- A culture that values growth, innovation, and teamwork.
- Continuous professional development and career progression opportunities.
- Competitive salary, bonus and commission schemes.
- 27.5 days annual leave starting (plus bank holidays)
- Market-leading pension and flexible benefits package.
- Hybrid working with 3 days in the office per week.
- On site gym, subsidised restaurant, coffee shop and games room
- Monthly wellbeing hour
- Employee Assistance Programme
- A range of other flexible benefits and rewards

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 Collections provides efficient, quick and flexible solutions to collect domestic and international trade debts. With a global network of collections specialists, lawyers and insolvency practitioners worldwide, Atradius Collections serves over 15,000 customers, supporting them to reduce client's trade risks through our efficient Business to Business focused trade invoice collections services such as Standby Services, Invoice Verification and Factoring transactions. Atradius Collections is a business unit of Atradius Group, which forms part of Grupo Catalana Occidente, one of the leading insurers in Spain and worldwide in credit insurance.