

# Commercial Manager (d/f/m) located in Cologne

## 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. [Karriereseite](#)

## Atradius Collections

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 insurer in Spain and worldwide in credit insurance.

## Job Description

In this ambitious and challenging role, you will be responsible for managing a sales/AM team and for achieving global sales and profit goals. Knowledge of cultural and legal variances within international sales cycles is a must. A clear team focus and a wide degree of (commercial) creativity and latitude is expected.

## In this position your key responsibilities will be

- Develop and execute regional sales strategies with a focus on acquiring and developing new business. Act as key commercial contact point, create further awareness and take responsibility for cross-/upselling opportunities and effective customer servicing.
- Translate strategy into measurable team and individual objectives (KPIs).
- Motivate and manage individuals to successful execution and delivery. Act as a role model and lead by example in performance, delivery and behavior.
- Take a key role in the region's (Collections) leadership team, and build strong relationships with Regional Managers, Functional Managers, Peers and Atradius Credit Insurance colleagues.
- Externally you act as the face of Atradius Collections and thus build and maintain appropriate external relationships.
- Key contact for local stakeholders: Atradius Credit Insurance, customers, channel partners, trade associations, etc.
- Take the lead in continuous improvement and identify areas for efficiencies and effectiveness.

## Requirements for the role

- Experienced senior manager with a proven track record in an international business environment gained within a commercial position.
- Credit management, Collection industry and/or financial services experience is a plus.
- Strong leadership experience with the ability to coach, lead and develop a commercial team. Must be willing to share knowledge and expertise. Must be able to manage different teams across different locations.
- Entrepreneurial, business-focused orientation, with the motivation for delivery.
- Able to develop and execute a sales strategy.
- Excellent communication and presentation skills, both written and verbal.
- You are strong in presenting and communicating and your good negotiation skills / consultative selling help to implement decisions in an international environment.
- You are committed, willing to take responsibility, and able to work autonomously and in parallel on various assignments towards tight deadlines.
- Bachelor or University degree or equivalent work experience.

- Fluency in German and English is desired, any additional languages are welcome.

#### **What do we offer?**

- Permanent employment with an international market leader
- Appreciation, freedom, creative work
- Comprehensive, individualized onboarding
- Lucrative, variable compensation – special payments, bonuses, company car
- Company pension scheme, capital-forming benefits
- Subsidized health offers, JobRad
- Remote work, flexible working hours
- Modern IT and infrastructure
- Time value accounts, sabbatical options
- Attractive location in the heart of Cologne, good transport connections
- Subsidized Germany ticket
- Atradius Academy, good career opportunities
- Employee events like Atradius Day, after-work parties
- Coffee lounge, employee restaurant
- Shopping platform, tax-advantaged IT purchases

#### **We look forward to your application!**

Simply apply through our [Karriereseite](#). Fill out the form, upload your CV and cover letter, and provide your salary expectations and earliest possible start date. Do you have any questions? Or would you just like to speak with someone from Atradius? Feel free to call! You can reach Heike Eich at +49 221 2044 2558. She is your contact person in Human Resources and looks forward to your call.