Regional Account Manager

Full time Manchester Salary £35,000 + (dependant on experience) + annual bonus + fantastic benefits

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 seeking an Account Manager to join our Northern Team in Manchester. You will manage your own portfolio of customers. This will include developing an understanding of the customer's business, their strategic priorities and the role credit insurance can play in supporting their growth and risk management objectives.

You will have the opportunity to build a strong external network, particularly with our key broker partners, developing your confidence in representing Atradius externally and understanding the priorities of brokers and customers whilst providing best in class customer service.

You will also be required to collaborate across the business. You will build relationships with colleagues across Account Management, Risk Services, New Business and other specialist areas, learning how to bring the right people together to deliver effective customer solutions.

What will the role involve?

Working with and learning from experienced members within the Account Management team you will:

- Support the management and development of your customer relationships.
- Develop your commercial understanding of customers, their sectors and their underlying business models.
- Participate and lead in customer and broker meetings and develop the confidence to contribute effectively.
- Develop strong relationships across our key broker network.
- Gain exposure to renewal strategy, customer retention and the commercial management of your portfolio.
- Develop the judgement required to balancecustomer needs, growth opportunities, risk appetite and commercial return.

Knowledge, Education and Experience -

Experience in an Account Management role is desirable but not essential. We are looking for someone with the following attributes:

- A genuine interest in customers, their businesses and how Atradius can support them.
- Commercial curiosity and a willingness to understand business models.
- An appetite to develop technical knowledge of credit insurance and bespoke solutions.
- Strong communication and relationship-building skills.
- Self Motivated with a desire to succeed.
- Confidence to engage with colleagues, external customers and brokers.

•An ability to build productive relationships across different areas of the organisation.
•Good organisation and attention to detail.
•A willingness to challenge, ask questions and contribute ideas.
•The ability to balance commercial ambition with appropriate consideration of policy risks.

What do we offer?

•Experience of an international workplace
•Good career opportunities
•Hybrid working (up to 2 days a week working from home)
•Competitive salary and annual bonus schemeMarket leading pension scheme of up to 18% contribution (15% employer contribution with a 3% employee contribution)
•Life assurance cover at 10 x annual salary
•Income protection insurance to cover any long term absence due to illness
•27.5 days annual leave starting (plus bank holidays)
•Flexible working hours
•Employee assistance programme
•Sports and social club
•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