

Senior Account Manager - Global

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>.

About Atradius Global

Atradius Global supports multinational clients with tailored trade credit insurance solutions. We operate as one international team, delivering coordinated service across markets and providing clients with a consistent, high-quality experience wherever they operate.

We share a culture of continuous improvement, where colleagues are encouraged to develop their skills and take ownership of their careers.

Job Description

We are looking for a Senior Account Manager to lead and grow key multinational client relationships within Atradius Global (UK & Ireland).

This is a strategic, client-facing role with real influence - managing complex global programmes, shaping commercial outcomes, and working directly with senior stakeholders across clients, brokers and internal teams.

Based in Cardiff, London or Birmingham, the role includes both UK and international travel.

In this position your key responsibilities will be:

- Lead and develop a portfolio of complex multinational accounts
- Own and strengthen senior client relationships, acting as the primary strategic contact
- Manage global programme delivery across multiple countries, ensuring consistency and quality of service
- Drive renewals, negotiations and programme structuring, balancing commercial opportunity with risk
- Work closely with underwriting and risk teams to influence decisions and support sustainable growth
- Work as part of a global team, collaborating across markets to deliver consistent, client-focused solutions
- Contribute to continuous improvement of service, ways of working and client outcomes

What we're looking for. The ideal candidate will have the following profile:

- Strong commercial judgement with the ability to balance risk and growth
- Credibility and confidence working with senior stakeholders, both internally and externally
- Proven experience managing customer relationships in a complex, client-facing environment
- Ability to work across underwriting, risk and international teams to achieve the right client and commercial outcome
- A strong sense of ownership and accountability for client outcomes
- Highly effective communication and presentation skills
- A solutions-focused mindset with the ability to navigate ambiguity and complexity
- Strong organisational skills and the ability to manage competing priorities under pressure
- A collaborative, team-oriented approach with a willingness to lead when needed
- Confident use of Microsoft tools (Excel, Word, Teams and Copilot).

Benefits include:

- Competitive salary

- Annual bonus scheme
- 27.5 days annual leave (plus bank holidays), with option to buy or sell up to 5 days
- Excellent pension scheme (up to 15% employer contribution)
- Hybrid working (up to 2 days from home per week)
- Life assurance (10x annual salary)
- Income protection (75% of salary)
- Employee Assistance Programme
- Onsite gym, restaurant and facilities (Cardiff office)
- Access to additional benefits via salary sacrifice schemes (healthcare, dental, cycle to work and more)

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.

Want to know more?

For an informal conversation, contact:

Oliver Ford – Oliver.Ford@atradius.com

Kathryn Dobbs – Kathryn.Dobbs@atradius.com

To apply, please submit your CV and covering letter by 29th May 2026.

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>