

Business Development Manager - Credit Management Services

Competitive salary and annual bonus

This position can be based in either Amsterdam or Cardiff.

We're looking for a dynamic Business Development Manager to unlock growth opportunities and drive success at Atradius Collections. In this fast-paced, high-impact role, you will take the lead in promoting and selling our **Credit Management Services (CMS)**, including **Stand by Servicing, Accounts Receivable (AR) Outsourcing, Debt Collections, and Invoice Verification**. Your primary focus will be on **Stand by Servicing and AR Outsourcing Collections**, where you'll leverage your strong industry network to **acquire, develop, and retain** client relationships.

What You'll Do:

- Actively contribute to develop receivable management services product lines within Credit Management Services (CMS) in line with International/Global Market requirements
- Develop the Corporate, MNCs and Financial Services market through an understanding of a client's business models and needs to construct combined service proposals, which add value to Atradius, our channels and their customers
- Identify market gaps and provide insights to support product innovation.
- Be responsible for the direct acquisition and development of new and existing accounts, you will establish and maintain working relationships with key stakeholders across the Atradius Group
- Educate and engage prospects, highlighting the advantages of Atradius Collections.
- Work closely with our sales teams globally, ensuring confidence in selling CMS solutions
- Lead pricing and deal negotiations, maximizing profitability while maintaining competitiveness.
- Liaise with the wider CMS team to ensure that our customers experience exemplary service.
- Develop sales strategies, monitor stakeholder satisfaction, and maintain a strong network in relevant industry networking groups, events and with channel partners.

The ideal candidate will have the following profile:

- Strong understanding of Accounts Receivables / Payables processes and Finance structures
- Strong experience in international account, sales and/or channel management with experience in a multi-national and multi-functional business environment
- Proven track record of Business Development in Financial outsourcing services
- Previous work experience or a background in a Finance capacity is essential, in particular around provision of Conventional and Structured Funding Solutions including Factoring, Trade Finance, Equipment Finance, Working Capital and PCM
- Strong ability in understanding and analysing clients financial key metrics, P&Ls and Balance Sheet Financial Ratios, WoCa and Cash Conversion Cycle
- Excellent team player with exceptional organisational and time-management skills with a cradle to grave approach towards sales management
- Strong network in the international and domestic Corporate and Financial industry
- Ability to create and develop relationships with sales/account managers and external Partners/Advisors
- Experience in Credit insurance is an advantage but not essential
- Excellent communication skills, with the ability to interact, connect, and present to key decision makers including C-suite executives.
- Strong result focus with a high customer orientation, using your solution driven approach to identify results that are both profitable and effective.
- Native English speaker with additional languages an advantage

- High self-motivation and drive, you will use own initiative often and are comfortable to work under remote management.
- Willingness to travel internationally
- Team player who excels at working with diverse cultural backgrounds and cross-functional teams.

Atradius Collections

Atradius Collections provides efficient, quick and flexible solutions to collect domestic and international trade debts. With a global network of debt collection specialists, lawyers and insolvency specialists, Atradius Collections serves more than 15,000 customers and helps them mitigate their customers' trade risks through our efficient, business-to-business focused credit management services.

Atradius Collections is a business unit of the Atradius Group, which is part of Grupo Catalana Occidente, one of the largest credit insurers in Spain and worldwide.

- Atradius Collections has a global success rate of **79.3%**
- We offer services in **96%** of the world
- We handle over **100.000** cases annually
- We service over **10.000 clients** worldwide
- We are connected to over **480** agencies and law firms globally

What do we offer?

Atradius Collections is a global employer, operating in over 40 countries. We are committed to fostering growth, supporting our employees' development, and providing opportunities for career progression. A healthy work-life balance is at the heart of our culture. In addition to a positive and supportive environment, we offer:

- Competitive salary with an annual bonus scheme
- Pension scheme
- Generous annual leave
- Hybrid working
- Opportunity for international business travel
- Funded external training opportunities