

Country Manager Global NL

We are hiring!

Atradius Global

The Global team specialises in solutions for multinational organisations and financial institutions. Designed specifically for multinational clients, Atradius Global truly acts as one team throughout the world, providing aligned service and an aligned set of policy terms across all markets. We are committed to securing long-term relationships, grounded in mutual trust, which is what sets our service for multinationals apart. We support managing our customers' trade related risks and we feel we can only be successful if our customers are successful. We are in it together.

Role Country Manager Global NL (Amsterdam)

A position has become available for Country Manager Global Netherlands. In this role you will be responsible for maintaining and growing a profitable portfolio of multinational accounts in NL, by delivering, together with your team, exceptional service and strategic support to our policyholders and broker partners.

Our team thrives on the relationships we have with our customers and brokers and with each other. We have relationships on all levels of the customers' companies. We manage our customers' trade related risks, which means proactively working with our customers, brokers, (key account) underwriters and claims handlers, to ensure our customers, and we, can take informed decisions. Knowledge and experience is another key driver for customer satisfaction, which means you need to be on top of the increasing, complex solutions we offer, as well as keeping up date on economic and sector developments, geopolitical impacts, sustainability and so on. You will be leading a team of account management professionals in NL, who service our customers and brokers and who are instrumental in maintaining high standards of (policy) underwriting, compliance, accuracy of policy management and customer satisfaction. Part of the responsibility is bringing on new clients/new business and extending running programmes in your portfolio.

In Global we work with one P&L for all our teams across the world. This means that you, together with your team, will also be responsible to service accounts from customers owned by other Global teams across the world, who have a subsidiary in the Netherlands requiring local service.

Leadership goes beyond team management; we expect you, together with your fellow Country Managers, to play a part in the development of Global and the Global strategy. This means taking on strategy and improvement initiatives, as well as applying the outcomes of these initiatives into your team. Understanding change management and stakeholder engagement is key.

If you thrive in a dynamic, international environment and are passionate about delivering value through relationship management, together with your team and in partnership with our brokers, we invite you to join our team.

Some of your responsibilities:

- Maintain a profitable and sustainable portfolio of customers and find opportunities to grow the business in your customer portfolio
- Maintain positive relationships with brokers, customers, and colleagues, as well as key internal stakeholders as Group Legal & Compliance, SCD, Outward Re, Claims and Risk Services
- Leadership of the NL team, including performance management & development of our people, as well as cultivating our Global culture within the team
- Overlook renewal of policies and ensure appropriate pricing and underwriting of renewal policies and additionality in accordance with policy underwriting guidelines
- Work within the Atradius governance, responsible for presenting timely, substantiated cases to TRC, GPC and RSMB
- Part of NL country management team
- Support and apply strategic initiatives of the Global strategy, together with the Global Country Management forum
- Advocate for Global on LinkedIn, events and other promotional activities.

Job requirements

We are looking for an enthusiastic colleague, who fits within an international team that is all about being focused on customer excellence, has a collaborative approach and a solution mindset.

- 3+ years of senior account management experience in the Insurance industry
- University, HBO or equivalent degree
- Able to develop and execute a client and portfolio strategy, and an annual plan in line with the Global strategy and financial targets

- Hands-on, strong drive, self starter, team player, energetic, quick and customer and team focused
- Understands accountability and ownership
- Aware of profitability needs and costs within the P&L
- Looks beyond the team and thinks of the big picture
- Strong communication skills; both verbal and written, good listening skills and a strong desire to solve problems
- The ability to be flexible and handle multiple tasks within assigned deadlines
- Works well with Atradius tools and applications like MS Office, Symphony/ Arcade as well as AI
- Excellent command, both written and verbal, of the English and Dutch language
- Ability to travel.

What do we offer

- Experience of a truly international workplace
- Insights in the dynamics of working with multinationals. We have industry leading multinationals in our portfolio
- A dynamic and supportive team environment
- Training and support to reach your full potential including the opportunity for continuous professional development
- Challenging tasks with individual development and training opportunities
- Attractive terms and conditions, including competitive salary, pension package and a range of flexible benefits and rewards

We promote a positive and diverse working culture for all our people and value experience and expertise from a wide variety of backgrounds. Whatever your background, if you feel you meet the requirements of this role then we want to hear from you.

About Atradius

Atradius is a global provider of credit insurance, 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> and <https://group.atradius.com/multinationals/>

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>.

Any questions about this position?

You can contact the hiring manager Maarten Breed: maarten.breed@atradius.com.

Interested?

Please apply via button below.