

## **Regional Commercial Manager, Banks and Financial Institutions, APAC**

Coface is a world leader in credit insurance and adjacent specialty services. We are a publicly-listed company, we boast over 75 years of experience together with an extensive international network. Our experts at Coface are specialised in facilitating business-to-business trade, working with our customers to develop their operations on their domestic markets and internationally. We work at the pace of the global economy, helping 50 000 clients build successful, growing and dynamic businesses across the world whatever their size.

### **Mission:**

To support the Head of Financial Institutions (FI) in selling Trade Credit Insurance Products to Banks & FI portfolio in APAC:

- To develop the insurance premiums with Banks & FIs to reach/overreach budget targets.
- To support the sales team in APAC countries by identifying Banks & FI business opportunities and providing adequate expertise to structure, quote and win these Trade Credit Insurance transactions
- To make sure that the operations underwritten are compliant with Group rules and underwriting policy
- To build and maintain excellent broker and client relationships, with a high quality of service.

### **Job Duties:**

- Supports countries to evaluate the Trade Credit Insurance deals for Banks & FIs which are of interest to Coface and help to politely decline the Banks & FI commercial deals which do not meet these criteria.
- Supports countries for the whole underwriting process of a Bank & FI Trade Credit Insurance deal: assess the transaction and our appetite, structure and present/defend the transaction to the commercial underwriting team/Group, assist in providing Non-Binding Offers and lead the policy wording review and negotiations (using the competencies of the Group Legal Department when required) up to the policy issuance.
- Makes sure that Banks & FI policies are correctly administrated (registration in the system, invoicing in time, etc.)
- Provide at all times strategic and qualitative support to Banks & FI clients, always in consistence with Coface rules.
- Develop confident relationships with internal stakeholders (sales managers, risk underwriters, commercial underwriters, legal department) to obtain the best support on Banks & FI Trade Credit Insurance deals

• Maintain regular contacts with Banks & FI and brokers operating with Banks & FI so as to make sure that Coface is asked to quote on good commercial operations/deals.

**Requirements:**

- Minimum of 5 years of relevant experience in Trade Credit Insurance (broker or underwriters) or in a Bank
- Strong interest in Banks and Financial Institutions trade activities
- Rigorous, with strong analytical skills and attention to detail
- Knowledge of Trade Credit Insurance wording for Banks & FI is a strong plus
- Fight to Win mentality by being a problem solver and using good judgement
- Self-starter with willingness to learn and take on responsibility
- Strong organizational and prioritization skills
- Good interpersonal skills with good written and oral communication skills
- Ability to develop and maintain relationships with brokers and customers
- Competency in relevant software including Excel, Word and PowerPoint

At Coface, we provide adequate learning & development opportunities and adopt a flexible working environment.

Interested parties please send detailed resume to [career\\_sap@coface.com](mailto:career_sap@coface.com).

Personal data collected will be used for recruitment purpose only.