

Business Development Manager (Trade Credit Insurance Services)

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Company: MNS Credit Management Group Private Limited

Location: delhi

Category: other-general

MNS Credit Management Group is a leading and rapidly growing agency in the domain of soft Debt Recovery and Business Information Reports. Established in 1996 and headquartered in New Delhi, India, the company has over two decades of experience in providing professional and organized services in domestic and international debt collection, business information services, first party collection of accounts receivables, business advisory services, and legal & paralegal services. Catering to a diverse clientele including small to large enterprises across various sectors, MNS has a dynamic workforce of >150 employees, driving its vision of delivering comprehensive credit management solutions globally. We are looking for a Business Development Manager to lead our expansion into our services for Trade Credit Insurance. This role focuses on delivering value-added services such as credit reports, collections, and risk assessment tools to trade credit insurers, enabling them to mitigate risks and enhance their service offerings. The ideal candidate will possess a deep understanding of the trade credit insurance industry, combined with a proven track record in business development and sales within the financial services sector.

Responsibilities

Strategic Business Development: Develop and implement strategies to market and sell MNS's services to trade credit insurance providers, aiming to become their preferred partner for credit management solutions.

Client Acquisition and Partnership Development: Identify and engage potential trade credit insurance clients, establishing strategic partnerships and long-term relationships.

Service Portfolio Expansion: Collaborate with internal teams to tailor MNS's service offerings to meet the specific needs of trade credit insurers, including custom credit reports, collections services, and risk management tools.

Market Analysis and Insight:

Conduct thorough market research to stay ahead of industry trends, regulatory changes, and competitive dynamics within the trade credit insurance sector. **Marketing and Promotion:** Work closely with the marketing team to create targeted marketing materials and campaigns that resonate with trade credit insurance providers. **Sales Targets and Reporting:** Set ambitious sales targets, track performance, and provide regular updates to senior management with actionable insights and recommendations. **Qualifications** Bachelor's degree in Business, Finance, Insurance, or a related field; advanced degree or professional certification preferred. Minimum 5 years of experience in business development or sales, with specific experience related to financial services, credit management, or insurance. Strong understanding of trade credit insurance, including market practices, challenges, and needs of providers. Proven ability to develop and execute business development strategies, with a track record of achieving sales targets. Excellent communication, negotiation, and presentation skills. Strategic thinker with strong analytical abilities to assess market opportunities. Highly motivated and capable of working independently as well as part of a team. This position may require travel to meet with clients, attend industry events, and develop business opportunities. The candidate should be prepared for a fast-paced, results-driven environment, with the flexibility to adapt to changing market conditions. **What We Offer:** MNS Credit Management Group offers a competitive salary, commission structure, and comprehensive benefits package. This role offers significant growth potential within the company and the opportunity to contribute to the strategic expansion of our services to the trade credit insurance market.

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