

## Summary CV for Jonathan Tilney

An enthusiastic, self-motivated business manager with significant experience in leading and motivating technical and sales teams in the trade credit insurance. Strong commercial acumen along with good interpersonal and negotiating skills. Experienced at business-to-business customer servicing and sales negotiation up to global enterprise level.

### Career Summary

CREDITINSURANCENEWS.COM <b>Owner manager</b>	2000 - present
NCM GROUP (subsequently ATRADIUS GROUP) <b>Director, Global Business Unit</b> <b>Director, Sales and Customer Service</b>	1993 - 2000 1997 - 2000 1993 - 1997
CITICORP INTERNATIONAL TRADE INDEMNITY / FINMAC <b>Senior Underwriter and Vice President</b>	1991 - 1992
PANFINANCIAL INSURANCE COMPANY <b>Head of Insolvency Risks</b>	1987 - 1991
Credit Insurance Association (subsequently Aon Trade Credit) <b>Managing Broker</b>	1985 - 1987
TRADE INDEMNITY PLC (subsequently Euler Hermes UK) <b>Underwriting Manager</b>	1978 - 1985

For a full CV please contact me at:

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