

POSITION SPECIFICATIONS

INTERNATIONAL SALES MANAGER

THE CLIENT

Our client is a mid-sized Luxembourg originated, dedicated Trust Services company providing a full range of Corporate and Fiduciary services to predominantly international clients. The company relies on an international presence in several key jurisdictions worldwide. Our client is unique by combining international presence, local expertise and operations. The Group is committed to providing a personalized and responsive service, enabling fast and reliable decision making.

Our client establish and manage regulated and non-regulated entities (Panama, BVI, Seychelles, Cayman, all other key offshore jurisdictions and Luxembourg domiciled funds), on behalf of wealthy individuals and corporate groups.

The client base is very international - covering most European countries including Switzerland and Monaco as well as a large base of Russian, Turkish and several Asian clients.

As of today, our client employs around 50 professionals (qualified chartered accountants, tax and legal advisors, company administrators, relocation advisors, IT consultants and investment management specialists).

THE POSITION

In order to strengthen the Group's international expansion, our client is looking for a highly qualified and experienced business professional who shall take over the position of **International Sales Manager**. He/she will report directly to the Chairman of the group. The position is located in Luxembourg but the future jobholder will have to travel regularly to meet the company's prospects, clients and business partners.

KEY RESPONSIBILITIES:

- Manage the whole value chain from a sales perspective: prospect identification, first approach and meetings, preparation of business proposals, negotiations, KYC procedure compliance to actual company set-up;
- Build and develop solid relationships with both prospect and existing clients;
- Visit regularly the various Group offices to develop a good knowledge of the company's offer and operational capacities;
- Visit regularly the client's network in the jurisdictions where the group has developed a commercial presence: UK, Russia, Turkey, China etc. in order to derive new business;
- Use his/her multi-jurisdiction technical knowledge and independent mindset to suggest the most appropriate corporate structure to address the client's needs;
- Work in close co-operation with the client's network of tax and legal experts to procure the expertise, advice and if necessary advanced tax clearance to the clients;
- Maintain and extend the network of professional business finders such as tax and corporate lawyers, asset managers, banks, trust companies, fiduciaries etc.;
- Maintain and extend the network of banks the Group's clients can be working with for their company's affairs;
- Oversee and monitor client's contacts of all Group offices to ensure clients/business finders are seen at least twice a year;
- Ensure that an effective cross-selling strategy is in place between offices;
- Actively promote the company's services to family offices, promoters, fund managers and private banks.

QUALIFICATIONS/REQUIRED SKILLS :

Besides a solid understanding of corporate services and of the regulatory and fiscal framework, the candidate should have a proven record of business development initiatives. He/She will have a strong analytical approach to problem-solving and solution design, in addition to good business understanding, management and communication skills.

The successful candidate must have the following characteristics:

- Significant experience in an appropriate international business environment as well as in a business development position;
- Excellent interpersonal as well as planning and organisation skills ;
- Strong analytical capacity and outstanding business judgment;
- At ease working within a multicultural and rapidly changing environment ;
- Solid understanding at an international level of the corporate services and of the regulatory and fiscal framework;
- Dedication and flexibility;
- Academic degree in business or related subjects or similar business education;
- Proficiency in written and spoken English; French or any other language is a plus.

FOR MORE INFORMATION, PLEASE CONTACT

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