

# TRUSTMOORE

Are you a commercial thinking legal professional with a demonstrated affinity with business development and sales? Do you want to have a challenging career where your skills are of great contribution to clients? And would you like to work in a professional, hands-on, independent and informal environment?

Then you are the  
**Business Development/ Senior Relationship Manager**  
we are looking for!

## **What will you do?**

The Business Development/ Senior Relationship Manager will be responsible for the acquisitions and onboarding of new clients. You will work on a business development strategy and make sure you create and manage a pipeline with new business opportunities. The Business Development/ Senior Relationship Manager will be part of the Corporate Expansion Services Team and our global Business Development Team as well. He/ she will closely work with Legal and Financial Account Managers in order to continuously exceed our clients' expectations. Further in this role the Business Development/ Senior Relationship Manager is expected to continuously develop both personally as well as professionally and deliver added value to our Corporate Expansion Services discipline and contribute to the further growth of our office.

Other responsibilities are:

- Create additional sale opportunities for Trustmoore- based upon e.g. an analysis of the client structures to meet the needs of the clients;
- Increase our corporate expansion client portfolio and service offering in line with highest compliance standards;
- Develop, expand and maintain relationships with clients, intermediaries, law firms, tax advisors, accountants, notaries and stakeholders;
- Identify and develop a new network of clients and intermediaries;
- Prepare and send proposals, perform follow up on outstanding proposals and perform and manage onboarding of new clients;
- Prepare presentations and other materials for pitching;
- Organize and represent Trustmoore at seminars/ webinars and other events;

## **Where will you be working?**

Working at Trustmoore means working in a dynamic company with great colleagues and an international environment. At Trustmoore, we score as a team and our colleagues are on top of their game. Trustmoore is a boutique-style corporate service provider with four lines of business Fund Services, Structured Finance & Capital Markets, Multi Family Office Services and Corporate Expansion Services. We pride ourselves of working with well-known law offices, notaries, tax advisors and banks. We want to excel in what we do, nothing more, nothing less. Word of mouth marketing is the best form of advertisement for us.

You will be working in one of the most beautiful areas of Amsterdam. Our office is easily accessible by both private and public transport. You will receive a competitive salary, holiday allowance, 25 vacation days and international career opportunities in our other offices. You can also benefit and participate in:

- TM Academy with soft skills, knowledge and leadership development trainings;
- Regular BBQ, social and sport events with your colleagues;
- Our annual ski trip;
- Interaction with more than 65 international colleagues in Amsterdam and more than 190 colleagues worldwide;

### **How do you fit in the team?**

As a Business Development/ Senior Relationship Manager, you need to manage ad-hoc activities, next to your intensive client- and relation contact and daily work. In this position, you need to prioritize what is important, have a hands-on and independent work mentality and be able to deal with stress. You are proactive, know what you are capable of, possess good communication skills and not afraid of asking questions.

Other relevant qualifications for this profile:

- Master's degree in Dutch (corporate) Law;
- At least 5 years relevant work experience in a similar work environment (as a relationship manager/ legal account manager);
- Excellent interpersonal and communication skills;
- Self-motivated and aptitude in decision-making and problem-solving;
- Fluent in English and Dutch (both orally and in writing);
- Able to work independently and as a part of a team;
- Result driven, persuasive and focused;

Do you recognize yourself in this profile? We can't wait to meet you!

If you have any questions about the position or about Trustmoore please contact Pauline Wolf (email: [pauline.wolf@trustmoore.com](mailto:pauline.wolf@trustmoore.com)).

### **About us**

We make success possible. Success for our clients by providing high-quality services, however also success for our colleagues by providing you with personal and professional growth opportunities to help you reach your full potential. Just as we help our clients reach their goals. The foundation of our success is delivering true value through long term relations. That applies to our clients and colleagues. We're in it for the long run, that creates value for us and for you. This results in a very personal and informal company culture with a healthy work-life balance. We are proud of that and we call it being professional in a non-corporate way.

Do you want to learn more about us?

Check our website <https://www.trustmoore.com/careers/>

By sending in your personal details for this job application, you give your consent that those details will be saved in our database for application purposes. After the termination of your application procedure, we will delete your details from our database. Obviously, we will treat your details with care, with confidentiality and we will not share those with third parties.