

TRUSTMOORE

Would you like to work at one of the finest financial services companies? Would you like to work in a professional, hands-on, informal environment and ready for your next career step? And would you like to be part of Business Development Team?

Then you could be the
BUSINESS DEVELOPER
we are looking for!

WHAT YOU WILL DO?

As Business Developer you are responsible for assisting the international business development team and help them create significant additional profitable growth leading to increased substantial, sustainable yearly revenues by promoting, expanding, and coordinating Trustmoore's commercial activities. You will support the Business Development Team in delivering added value to the commercial discipline within Trustmoore. The Business Developer is expected to continuously develop both personally as well as professionally and deliver added value to all disciplines within Trustmoore and contribute to the further growth of our office.

Main responsibilities are:

- Assist global team on business development related day-to-day work and organize follow up on internal and external projects;
- Populate requests for proposals;
- Qualify inbound enquiries from email, website, conferences and other channels;
- Tracking prospects during proposal phase within the pipeline; updating pitch decks and RFP templates on a periodic basis;
- Providing contact to and between all stakeholders in order to align proposals and contribute to expanding the client portfolio;
- Actively looking for business development opportunities by researching accounts, identify key players and generate target lists; organizing internal conferences and aligning with marketing team;
- Working on global opportunities and request for proposals;
- Attending conferences and roadshows and organizing follow up meetings;
- Preparing monthly/quarterly reports on business development opportunities, prospects and presenting recent development as well as organizing client and ambassador events;

- Manage CRM systems (Hubspot, etc.);
- Perform miscellaneous finance and administrative tasks appropriate to the role and business requirements.

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 Services, Multi-Family Office Services and Corporate Expansion Services.

You will be working in the Global Business Development Team , and we pride ourselves of working with well-known Law Firms, 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 able to work in one of our prestige offices in Amsterdam, Luxembourg or London in close proximity to public transport. Besides providing a professional working environment our offices all officer have their own garden space, which ideal for barbecue gatherings and celebrations.

You will receive a competitive salary, pension 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 sport events with your colleagues;
- Interaction with more than 240 colleagues worldwide;

HOW DO YOU FIT IN THE TEAM?

As Business Developer you have an entrepreneurial mindset. You are a creative talent with great organizational abilities, who manages ad-hoc activities next to daily work. As Business developer you are proactive, know what you are capable of, possess good communication skills, all while having an eye for detail. 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.

Other relevant qualifications for this profile:

- A minimum of bachelor's degree/ Schoevers in Accounting or Business Administration;
- Background in marketing & sales related field is a pre;
- Excellent verbal and written communication skills in English;
- Flexible attitude and stress tolerance ;
- Self-motivated and able to work independently and as part of a team;
- To be result-oriented, proactive, responsible, highly meticulous, and details-oriented.
- Affinity with the financial sector;

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 us by email hr.nl@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 are 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.