

The Netherlands

Business Development Manager

Due to expansion of our team, we have an exciting opportunity available at our office in Amsterdam

Who are we

United is an independent provider of finance and trust services with a truly personal approach. We unite disciplines, connect networks and cross borders to bring our clients the services they need and deserve. United serves a wide range of companies, investment industry professionals and wealthy individuals the world. Our 150 experts work from nine offices in financial hotspots around the globe.

At United we believe that providing financial and legal services is a people business. A business built on trust. That's why we are so committed to finding and hiring the right people. That's why, when we hire those people, we give them our trust. United offers you the perfect environment to grow personally and professionally.

Our team of some 35 dedicated, experienced and multi-lingual staff is based in the heart of Amsterdam's financial district. To be a part of this team, first-class expertise in the relevant field is a given. Experience is a bonus. A history of community service is an advantage. Integrity and people skills are paramount.

What does a Business Development Manager do

We depend on our Business Development Manager to generate a sustainable flow of new revenue for our office and improve our market penetration. You will operate internationally through existing personal contacts and by establishing new relationships with external professional intermediaries. Furthermore you will assist with the management and administration of the new business you have brought to the company.

The Business Development Manager's main tasks and responsibilities include:

Identifying and pitching to new leads

- Researching organisations to identify new leads and potential new markets
- Contacting potential clients via email or phone to establish rapport and set up meetings
- Planning and overseeing new marketing initiatives
- Attending conferences, meetings, and industry events

- Developing quotes and proposals
 - Negotiating and renegotiating by phone, email, and in person
- ### *Onboarding of new clients*

- Conducting a first-line due diligence.
- Collecting required CDD information

Maintaining relationships

- Keeping in touch with existing contacts.

What we are looking for

We are looking for a self-starter with a commercial mindset who thrives on working independently and does not mind travelling abroad on a regular basis. Besides a relevant professional education background, we expect you to have a proven track record in generating new business. To be successful in our supremely client-oriented organisation, you need excellent personal and communication skills. Command of Dutch and English is essential, and command of other languages is definitely a plus. As is previous experience in the fiduciary industry, with a solid understanding of international corporate and financial services and current industry trends, including the applicable risk and compliance aspects.

What can we offer

You will have the exciting opportunity to work internationally as our Business Development Manager. With the support of a great team who work together on the basis of responsibility and trust. We offer all our staff a competitive remuneration package and unique opportunities to develop personally and professionally.

Interested

Join us, and be a part of a dynamic and flexible organisation where work is about people, where you can build a broad range of experience and where you are given responsibility and trust. Contact our Human Resources team if you want more information. You can also go right ahead and send them your motivational letter and CV. We guarantee a prompt reply to serious applications.

Human Resources

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