

Head of Business Development North America – Fund Services

Applications are invited by the Maples Fund Services, (USA) Inc. San Francisco office for the position of

Senior Vice President - Business Development – Fund Services

who will have responsibility for business development within the US. The successful candidate will focus on the development of the fund services business and cross-sell other services of Maples Fiduciary and Maples and Calder where opportunities exist.

We have numerous differentiators: our people, technology and process are the basis for the level of flexibility and the client focus we offer. Daily operational, regulatory and investor reporting is becoming ever more critical and where MaplesFS has become award winning. Alongside Institutional Investor's prestigious Tech 50 list highlights our ability to innovatively lead the industry and differentiate its technology with sophisticated and customised solutions. MaplesFS is also regularly recognised in Global Custodian's Annual Hedge Fund Administration Survey and HFMWeek's Service Provider Awards.

With an increase in assets under administration of more than 30 per cent over the past year, the addition to the business development team is primarily in response to expanding market share in North America. The successful candidate's responsibilities include developing and executing the annual business growth strategy plan for North America with a particular focus on large US financial centers on the East and West Coasts.

Responsibilities will include, taking an active role in the following areas.

Business development: selling fund administration, middle-office and risk services to prospective hedge funds, fund of funds, private equity funds and institutional investors and building a pipeline of new business opportunities. Engage with networks through meetings, calls and industry events to identify leads. Liaise with client service teams to arrange for product demos for prospects/referrals. Collaborate with the Maples Group for cross-selling opportunities.

Relationship management: developing business partnerships with client decision makers; anticipating client needs beyond current projects/engagements and executing a CRM program within our existing clients.

The successful candidate will be a university graduate with an excellent academic background. He/she will have 10+ years' relevant experience in the financial services industry with an in-depth knowledge of hedge funds, private equity funds and fund administration.

We offer a supportive environment structured on a team basis. Maples Fund Services offers a competitive benefits package and salary will be commensurate with experience and qualifications.

Qualified applicants should write, attaching their resumes to careers.usca@maplesfs.com.

Maples Fund Services is an independent global fund services provider focused on enhancing investment processes and forging lasting relationships with clients. Operating around the world in key jurisdictions, our expert teams and leading technologies provide clients with consistent and rapid responses at any time of the day or night. As a firm recognised internationally by managers and investors for its quality and professionalism, clients can feel confident in the integrity and independence of our policies and procedures, and adaptable solutions that address your ever-changing needs. Maples Fund Services forms part of the MaplesFS Group.

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