

Senior Vice President – Client Solutions and Relationship Management – Fiduciary Services

Applications are invited by the London office of MaplesFS for the position of

Senior Vice President – Client Solutions and Relationship Management – Fiduciary Services

who, under the supervision of the Global Head of Fiduciary Services, will be responsible for the revenue generation and delivery of global Fiduciary services campaigns.

The successful candidate will be expected to develop and execute plans to meet or exceed targets for incremental revenue as budgeted.

He/she will design a disciplined sales process that enables management of all prospective deals through a sales lifecycle that maximizes the efficient of sales activities and enables accurate sales tracking.

It is an important part of the role that he/she will foster internal awareness within the Maples group, of the scope of capabilities offered by Maples Fiduciary services

He/she will create regional campaigns that include specific objectives, revenue targets and marketing activities.

During this time, the candidate will continuously monitor progress and effectiveness of marketing plans and propose adjustments necessary.

There will be strong focus on negotiating, evaluating, and leveraging costing and event sponsorship opportunities for Maples Fiduciary.

He/she will be expected to evaluate terms of deals to ensure reasonable risk-reward profiles to the firm, including fee levels and any amendments to standard terms and conditions, involving legal counsel or the CEO as necessary.

It is also imperative for this role to be continuously improving business partnerships with client decision makers, ensure Maples Fiduciary Services is viewed as the trusted and preferred service provider.

We offer a supportive environment, structured on a team basis and sophisticated infrastructure and systems. Benefits include health insurance and pension plan. Salary will reflect qualifications and experience.

Qualified applicants should write, enclosing their CVs, to careers.eu@maplesfs.com quoting reference: London – SVP Client Solutions.

MaplesFS, through its divisions Maples Fiduciary, Maples Fund Services and Maples Private Client Services, is an independent global provider of specialised fiduciary, fund administration, entity formation and management, insurance and trust and private client services. With offices in key locations around the world, its clients include global financial institutions, institutional investors, investment managers and international corporations.