

Director, European Business Development

Applications are invited for the position of

Director, European Business Development

Based in either London or Dublin, the successful candidate will report directly to the European Regional Head of Fund Services of MaplesFS and work closely with the Global Head of Fund Services. He/she will have an excellent academic background and proven track record in business development and sales of fund administration and middle office services in the European market. An in-depth knowledge of fund administration and middle-office processes, systems and operations, along with a strong understanding of the markets and competitive landscape is required. He/she must be entrepreneurial, dynamic and self-motivated, with the ability to cross sell, where appropriate, the range of services offered by both MaplesFS and Maples and Calder.

The successful candidate will have primary responsibility for the business development strategy for MaplesFS in Europe, working closely with senior management and the other regional Business Development Directors. He/she will be responsible for the execution of such plan.

The successful candidate will liaise with internal public relations and marketing departments and senior management in developing marketing material relating to the website, brochures, advertisements, industry publications and articles. He/she will raise the profile of MaplesFS and the Maples Group through participation in various industry associations and events.

Organising and attending business development/sales meetings and systems demonstrations with prospective clients and referral sources will be required.

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

Qualified applicants should write, enclosing their CVs to careers.eu@maplesfs.com quoting reference: Director – Business Development

Only successful candidates will be contacted.

For an explanation regarding how we handle the details and CV submitted for positions with one of our European entities, please refer to our Applicant Privacy Notice which is available [here](#).

MaplesFS, through its divisions Maples Fiduciary, Maples Fund Services, is an independent global provider of specialized 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.