

UNLOCK YOUR POTENTIAL WITH US



Amicorp Group is a growing global company with dedicated teams of international experts and specialists. We offer customized solutions for cross-border structures, corporate assurance, and regulatory compliance support services and fund administration, and other specialized business support alternatives all addressing the distinct needs of the client.

AMICORP FUND SERVICES N.V.
is now accepting applications for:

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Antilliaans Dagblad

Commercial Director (Fund Administration Services)

The role requires an experienced professional with proven sales experience in the investment fund industry, selling Fund Administration Services to Fund Managers. The role will be primarily accountable for increasing overall sales of and undertaking sales and marketing activities in their broadest sense to generate business and retain both clients and intermediaries for Amicorp Fund Services. The role holder will be building and growing the business by maintaining client relationship with investors located across the country directly or via intermediaries for both local and foreign investors in Venture Capital, Infrastructure, Real State and Growing Companies.

MAIN RESPONSIBILITIES

- Close sales in accordance with targets as outlined in personal targets/ KPIs.
- Develop and maintain ambitious sales plan for the country in line with the regional plan for Amicorp Fund Services.; with focus on the strategies and tactics for acquisition of new business as well as growth of existing business and support for the office network, with the plan centering around the what, where, why, how and when in order to exceed the targets.
- Based on sales plan apply targeted sales approach, actively seek and recognize sales opportunities – identify needs and create an interest and deal with common objections.
- Further develop and leverage existing relationships and actively prospect new customers and intermediaries (Client Relationship Management).
- Lead, coordinate & conduct marketing activities and maintain an active and current pipeline of the prospects at all times.
- Adhere to the Amicorp sales discipline with respect to identifying opportunities, recording contacts, maintaining the required number of prospects and closing PLEs on a regular, consistent basis.
- Collaborate with local and international colleagues and cross sell other Amicorp products.
- Represent the company to the highest standard at all times.
- Develop and implement comprehensive growth strategy regarding Fund Administration.
- Create, adapt, and execute growth strategies to achieve key business objectives.
- Develop and promote (new) products and services.
- Lead by example in achieving/exceeding individual sales targets consistently and increasing the Sales in identified markets.
- Assist colleagues in ensuring productivity and chargeability targets are met, effective monitoring of transactions is done, and help with pricing, invoicing and collection of outstanding fees.
- Ensure business profitability and performance are aligned with the approved business plan for the office.

QUALIFICATIONS, SKILLS AND EXPERIENCE

- Minimum Bachelor degree with over 15 years' experience in the investment fund industry and a relevant network with family offices, Investment Advisers, Foreign Investors, Venture Capital Industry.
- Fair knowledge regarding the country's Fund industry regulations. Knowledge regarding NAV calculations, Fund Accountability, Capital Calls, the tax fund structure, and Audit processes.
- Extensive knowledge of the industry, its participants as well as the full suite of services offered by Amicorp Fund Services. Capability to act as a market builder and be one of the first comers within this industry in the country.
- Strong commercial drive and a proven ability to penetrate the required market and ensure closure of sales. Takes initiative, positive and proactive, dedicated, focused and revenue and target driven.
- Excellent client facing skills. Well-developed spoken and written communication skills and the ability to tailor style to relevant audiences, and successfully liaise with people at different levels.
- Strong analytical and problem-solving skills, solution driven, highly organized and detail-orientated with good decision making and time management skills. Independent, hands-on and takes accountability to deliver solutions and results.
- Ability to adapt and work under pressure in a smaller, dynamic local team environment; along with being part of a bigger matrix organization. Proven leadership and team player skills, with ambition to excel in the role.
- Excellent English language fluency, additional languages preferred.
- Willing to travel within the country and outside the country when required.

Please apply in writing and include an up-to-date curriculum vitae to:
Email: n.bishop@amicorp.com
www.amicorp-funds.com