

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 CURAÇAO B.V.

is now accepting applications for:

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Sales/Business Development Manager (Listing and Agency Services)

The role requires a strong sales professional who will join the Agency and Listing Services team as Business Development Manager. The role holder will be responsible for new Sales/ Deals, for developing and maintaining relationships with existing and potential clients, identifying new business opportunities, and promoting the agency and listing services to public and private companies, financial institutions, private equity, and asset managers.

MAIN RESPONSIBILITIES

- Drive Sales by exhibiting commercial leadership with respect to all sales activities in order to achieve/ exceed Individual sales targets consistently, by developing new business opportunities and proactively ensuring closure of prospects.
- Develop sales strategy and execute ambitious plans which identify sales opportunities as well as new products and services for identified markets/clients.
- Develop, expand and maintain multiple, solid relationships with clients and intermediaries (e.g., Law Firms, CPAs, Bankers, Family Offices etc.).
- Generate leads and prospects through networking, referrals, cold calling, and marketing campaigns.
- Seek and recognize sales opportunities and position compliant products and services in alignment with tax advisors' solutions and client needs.
- Lead, coordinate & conduct marketing activities and maintain an active and current pipeline of the prospects at all times.
- Collaborate with local and international colleagues with respect to all sales activities in order to achieve the Sales targets.
- Ensure clients/ entities are compliant with the local regulations and laws as per specific jurisdiction and services adhere to global statutory/regulatory guidelines.
- Negotiate and close contracts and agreements with clients, ensuring compliance with internal policies and external regulations - Coordinate with internal teams, such as legal, compliance, operations, and finance, to ensure smooth execution and delivery of our services.

QUALIFICATIONS, SKILLS AND EXPERIENCE

- Relevant Bachelor's Degree in business, finance, economics, or a related field with solid exposure to International Tax Structuring, agency and listing services, and the relevant products and processes.
- Over 10 years proven Sales experience within the financial/ legal services, capital markets, covering intermediaries, clients with proven sales success.
- Excellent communication, presentation, and negotiation skills.
- Excellent Corporate and International Tax experience in organizations with international presence, with solid understanding of BEPS, CRS, FATCA, GAAR, ESR.
- Well-informed about current legal issues, regulations, tax and legal developments. Demonstrate subject matter expertise, credibility and effective partnering with intermediaries, clients, and colleagues to identify and evaluate opportunities and arrive at solutions.
- 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.
- 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.com