

Senior Business Development Manager

You will be responsible for acquiring and building relationships with new clients and intermediaries from and in the targeted countries. The position is based in Luxembourg and you will report to the Head of Business Development.

What will you do?

- Keep abreast of developments in the financial markets by listening to the markets so to detect and/or anticipate any possible business opportunity
- Set up and develop a strategy to attract clients and develop a strong network
- Travel regularly in order to develop your portfolio
- Coordinate and take part to client events (conferences and sponsored activities) and organize key-actions to acquire new clients.

What we need?

You have:

- At least **5 to 10 years** of experience in a business development activity which has allowed you to acquire a strong network of private clients and financial intermediaries in the targeted region
- Proven experience in **Yacht Financing** for European and/or Non-European clients
- An excellent **knowledge of the products** and services that private clients and financial intermediaries typically require
- A relevant **University background**
- Excellent **interpersonal skills** and the ability to build **sustainable relationships**
- A high level of **integrity and ethics**
- An **entrepreneurial spirit**
- Proven negotiation and **creativity skills**.

You are:

- Fluent in **English** and **French**, any other language is seen as an advantage
- Strongly **client-** and **results-**oriented
- Motivated to be part of a **team**
- Willing and able to **travel**.

To apply, please contact:



Patrick Lhuillier

Human Resources Business Partner

