



*Our people are our competitive advantage.*

At Butterfield, we pride ourselves on being approachable, disciplined and proactive. If you embody these qualities and have the necessary experience, you may be the one we're looking for.

## Vice President, Trust Services

### Butterfield Trust (Bermuda) Limited

This position, reporting to the Managing Director of Butterfield Trust (Bermuda) Limited, will direct the marketing, development and retention of profitable personal or corporate trust business. The incumbent will design and implement programmes to maximise new business through existing clients and selected intermediaries, providing solutions to their needs, in particular through the use of fiduciary structures. In addition, the successful candidate will provide technical support to the business.

#### Your responsibilities will include:

- developing new business from all sources by maintenance of contacts with advisers and other intermediaries, and leveraging off existing business contacts while creating new business opportunities and contacts
- achieving agreed targets for new revenue generation as agreed with the Managing Director ("MD")
- participating as appropriate with the management of significant client relationships
- advising and supporting the development of new products to meet perceived market needs
- developing and maintaining a comprehensive knowledge of Butterfield products and services to ensure that opportunities to utilise these services are maximised
- planning and executing business development strategies to achieve the goals and objectives of the business
- creating and delivering tailored presentations and training and developing managers and staff to the levels of communications, technical and social sophistication required to attract and retain clients
- preparing and delivering proposals and RFPA's, agreeing pricing with the MD
- working closely with assigned Trust Officers on key clients of BTBL to ensure first-class service is continually provided
- liaising with the MD in the ongoing management and development of the business

#### Your experience may include:

- University degree in business, law or accounting and a relevant professional designation with strong client relationship skills based on a minimum of 10 years experience in senior roles within the international fiduciary services sector
- a proven track record in business development in the trust industry
- a fundamental knowledge of fiduciary services and the regulatory and legal environment in which it operates
- willing to travel extensively in Europe, North America and potentially Latin America and Asia to conduct business and build relationships with clients and intermediaries
- excellent interpersonal skills to enable the incumbent to deal effectively with clients and staff at all levels and highly developed communication, marketing and sales skills
- in-depth knowledge and appreciation of fiduciary risk
- proficient in Microsoft Office suite of applications (Word, Excel and Outlook)

CLOSING DATE: 15 November 2013

All applications should be forwarded **via e-mail** to: **resumes@butterfieldgroup.com**

ATTENTION: Human Resources

Hardcopy applications will not be accepted.

[www.butterfieldgroup.com](http://www.butterfieldgroup.com)

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**Butterfield**