

# Careers, by BUTTERFIELD.



## Take a step in the right direction.

At Butterfield, we provide financial services with a personal touch, we focus on results, we value relationships, and we celebrate success. If that sounds like your kind of company, then consider this opportunity to become part of a collaborative team of professionals at the world's leading, independent offshore bank and trust company.

### Vice President, Trust Services & Business Development

The position reports to the Managing Director of Butterfield's trust operations in Bermuda and is responsible for the day-to-day management and oversight of resources dedicated to the administration of trusts, companies and custody accounts for the Institutional and Corporate Service business. Additionally, the role is responsible for the development and retention of profitable personal and corporate trust business.

#### Your responsibilities will include:

- Developing and maintaining effective client relationships, providing expertise on all aspects of team management and cross-selling products and services.
- Designing and implementing programmes to maximise business development for existing and new clients and selected intermediaries, using fiduciary structures to provide solutions to their needs.
- Planning and executing business development strategies leveraging marketing tools, existing business contacts and creating new business opportunities to achieve the goals and objectives of the business.
- Acting as a Butterfield representative to clients, colleagues and support staff in understanding, advising and interpreting terms of trusts and companies.
- Managing and authorising the transactions of trusts in conjunction with team members.
- Managing and developing a team of professionals to ensure first-class client service
- Accounting for the current and long-term profitable operation, client retention and growth of the trust business in Bermuda.
- Managing designated team members to adequately meet client requirements, ensuring the necessary skills are available, appropriate staffing levels are maintained and professional standards are met.
- Making recommendations to improve policies and procedures.
- Creating and delivering tailored presentations and training to internal and external clients as necessary to achieve the business development goals and key client service requirements.
- Other ad hoc responsibilities that befit this management role.

#### Your qualifications and skills include:

- University degree or eight to ten years' experience in trust preferred.
- Experienced in people management.
- A professional designation such as STEP, ACIB, ACIS would be an asset.
- At least five years of successful business development in the trust industry.
- In-depth knowledge of fiduciary services and the regulatory and legal environment.
- In-depth knowledge of multi-jurisdictional services and structures, supporting technologies.
- In-depth knowledge of the profit planning process and fiduciary risk.
- Highly-developed communication, marketing and sales skills.
- Willingness to travel extensively in Europe, North America and potentially Latin America and Asia.
- Ability to identify potential risks in file administration and processes.
- Ability to approach issues in a methodical manner and identify possible solutions.

#### Trust

Trust is a tradition at Butterfield, in every sense of the word. The trust team offers trust, estate, company management and custody services. Across the Group, the team assists with the formation and administration of trusts, companies and partnerships for both private and corporate clients designing solutions that meet our clients' requirements.

#### Why Butterfield?

The Butterfield experience is enhanced by robust learning and development opportunities, comprehensive benefits, and preferred rates on a variety of proprietary financial services. Guided by our core values—approachable, collaborative, empowered and impactful—we provide a respectful environment where the diversity of our employees and the talents and experiences they bring are celebrated and valued. With a 160-year tradition of service excellence, we empower individuals to achieve their goals and make a positive impact on our business, our clients and our communities.

#### Does this sound like you?

All applications should be forwarded via email to [resumes@butterfieldgroup.com](mailto:resumes@butterfieldgroup.com).

#### Closing date:

Tuesday, 31 May 2022

***Let's start a conversation.***



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

