



Mutual Trust is an established international and offshore Trust and Corporate Services provider, serving the cross-border financial structuring needs of high-net-worth individuals, professional advisors, financial institutions and Companies. We are currently in the process of expanding and looking to recruit an **international Sales Representative**.

Duties and Responsibilities

- Assessing the industry and growth opportunities;
- Maintaining knowledge of Industry trends and reporting findings back to management;
- Gathering intelligence on clients and/or competitors;
- Identifying new leads - Playing an integral part in generating new sales that will turn into long-lasting relationships;
- Pitching services to prospective clients;
- Developing trust relationships with a portfolio of key stakeholders in major clients' business to ensure that both Company's and the client's expectation are met;
- Acquiring a thorough understanding of prospective and current client's needs and requirements;
- Following up on new business opportunities;
- Expanding the relationships with existing clients by continuously proposing solutions that meet their objectives;
- Ensuring that clients are keep up to date with results and development around our services;
- Preparing regular reports of progress and forecasts to management.

Job Requirements

- BSc/BA in business administration, sales or similar in the relevant field;
- Proven experience in a business development role, sales executive or a relevant role within the offshore industry;
- Excellent selling and Marketing Skills;
- Ability to plan, develop and execute sales strategies;
- Demonstrate ability to work within a multidisciplinary team;
- Excellent communication and presentation skills;
- Strong background in negotiating and tendering;
- Fluency in written and spoken English;
- The role requires travelling for business purposes.

Contact Us

If you have the same philosophy as we do, we will be delighted to hear from you.

Discover what you could reach by joining the Mutual Trust team. [Please email your CV to careers@mutual-trust.com](mailto:careers@mutual-trust.com)