

Business Developer Trainee

Presentation

Phoenix Solutions Luxembourg was formed in 2018, as a spin-off from *jnl*, with the objective of developing its consulting branches in compliance and internal audit.

Phoenix Solutions Luxembourg assists financial sector entities including asset managers and PFS (professionals of the financial sector) in addressing their regulatory obligations and concerns. We support our clients in their dealings with the competent authorities, including the Financial Regulator, and assist them in ensuring full compliance with their regulatory obligations.

Amongst our clients, we count a wide variety of companies, operating in Luxembourg and farther afield, who are subject to common compliance obligations, including anti-money laundering and data protection. **Phoenix Solutions Luxembourg** is entirely independent of any other actor or entity on the Luxembourg marketplace, and intervenes on its clients' behalf on sensitive subjects.

Mission

Within our team, you will be in charge of the commercial development of a portfolio of clients and prospects.

Your responsibilities will be varied and adapted to the needs of our clients.

Your main tasks will:

- Procure and develop new customer accounts (asset management companies, PFS, fiduciary...)
- Manage the sales cycle in its entirety: from telephone procurement to the signing of the service agreement, through the completion of physical appointments with prospective clients,
- Realize commercial and / or marketing supports related to our business,
- Make commercial proposals for customers and prospects,
- Understand market expectations to suggest ways to improve our offer.

Profile

Ideally, our future collaborator will have :

- Future graduate of Master degree (business school / university with a Finance / Audit / Risk specialization if possible),
- Real appetite for the job of a business developer,
- Fluent in French and in English,
- Microsoft Office skills: Word, Excel, Power Point.

Determined, enthusiastic, rigorous and very organized, we seek above all candidates with:

- Willingness to invest full time on business development activities and to develop their career quickly ,
- Appetite and appeal for the financial industry and the consulting industry,

- Excellent communication skills,
- Ability to find and develop business opportunities,
- Real taste for challenge,
- Relational ease at all levels of the organization,
- True culture of the result and the taste of the challenge.

Please send your CV and cover letter to emilie.schmitt@phoenixsolutions.lu