

Established 1988, LRI Group is a leading independent investment services company based in Luxembourg. It provides asset managers and investors with three decades of experience in structuring and administration of traditional and alternative investment strategies.

In the context of the continuous development of our activities, we are currently looking for a

## Senior Manager – Business Development (m/f)

### Your Tasks

- Developing and executing a comprehensive sales plan that leads to the creation and maintenance of a robust sales pipeline.
- Negotiating deals and partnerships.
- Evaluating and agreeing on terms with a reasonable risk-reward ratio.
- Preparing offers in close cooperation with the pre-, post-sales and technical teams.
- Supporting our clients up to and through the onboarding process.
- Building long-term and trusted relationships with prospects and clients.
- Representing the firm at internal and external events like conferences and summits.
- Leading the development of new client offerings and products by leveraging on client feedback and market trends.

### Your Profile

- Minimum 7 years of professional experience in the area of sales and business development in the Fund services industry.
- Profound knowledge of different asset classes like real estate, private equity, infrastructure, renewable energy and securities.
- Excellent knowledge of common investment fund structures and the variety of other investment vehicles in Luxembourg.
- An existing international but also German network of asset managers and other fund initiators.
- Excellent presentation and negotiation skills.
- Highly professional, client-focused, solution driven, diligent and a strong open-minded approach.
- Entrepreneurial spirit and team player.
- Intercultural awareness which supports effective communication internally and externally.
- Fluency in English and German is mandatory, knowledge in any other language is an asset.

### Sounds like an Opportunity for you?

LRI Group offers you an excellent working atmosphere in an expanding international company with an informal company culture.

### Your Contact

We are looking forward to receiving your application, stating your earliest start date and salary expectations at the following email address: [jobs@lri-group.lu](mailto:jobs@lri-group.lu)

For further information about the position please contact Astrid Mayrhofer, Head of Human Resources, T: +352 261500-2552.