



Role description

UK & International Business Development Manager
Disputes & Investigations
London

TaylorWessing

The opportunity for you

Executive summary

This is a fantastic opportunity to join our highly respected International Disputes & Investigations team.

Our Disputes and Investigation team is widely recognised for its exceptional expertise in navigating complex, high value commercial disputes, and delivering strategic solutions to our clients. Our cases range from high court bet the business litigation to handling regulatory investigations, complex fraud and asset recovery cases to representing states in arbitration proceedings. We have lawyers who are experts in a wide variety of specialisms including product liability, international arbitration, professional negligence, and fraud, crime & investigations.

This role is a maternity cover and will suit an established manager looking to build on their experience within a Disputes practice. You'll work closely with international partners and other lawyers to continue to implement the strategy, build on the client development and profile-raising work that has already been done and continue to create a more structured approach to BD activities. The role is also central to helping the firm develop a more commercial outlook to its clients and its work. You'll provide BD support, insight and advice to fee earners.

We'd want you to have a proactive attitude and an engaging and energetic style. We need someone who can get to know the business quickly and develop and manage a broad range of relationships skillfully and effectively. We need someone who will take a hands-on approach to tasks and who will get things done.

You'll report to the Head of Practice Management and Head of Business Development and have line management responsibility for a Senior Executive based in our Liverpool office. You'll also work alongside BD Managers covering Disputes and associated areas in other TW jurisdictions. In the UK you'll work alongside BD teams for other key areas such as Corporate, IP, TMC, Life Sciences, and Private Wealth.

You'll be a part of a BD, Marketing and Communications (BDMC) team that is already well-established and respected within the firm by partners and other fee-earners for its high standard of service and the ideas and commitment it brings to business development.

Job title

UK & International Business Development Manager – Disputes & Investigations

Recruiting manager

Head of Practice Management for IP and Disputes

Department

Business Development

Working hours

Monday to Friday (09:30 – 17:30)

The nature of this role means that you will need to be flexible and willing to work outside of normal business hours when required

Location

London

Perm/FTC

12 month FTC

Salary

Competitive

Working pattern

Taylor Wessing supports agile working, and the Talent Acquisition team would happily have conversations with potential candidates about how we could support agile or flexible working needs.

The opportunity for you

Key responsibilities

Business Development

- Overall management of BDMC activity with clients and targets for the Disputes & Investigations (D&I) group.
- Work with key partners to help articulate the strategic direction of the group, identify key priorities, and lead on the implementation development of the group's strategic plans.
- Facilitate the business planning process and turn objectives into BD and client actions.
- Advise on BD investment decisions, with responsibility for the practice group BD budget in the UK and internationally.
- Manage a team of one in the UK to ensure that BD initiatives are supported adequately.

International

- Launch of key D&I brand campaign alongside the wider BDMC team, head of disputes and BD partner, monitor ROI and ensure KPIs are met.
- Work closely with the international partner co-heads of D&I on the group's international strategy.
- Lead on cross-border BD initiatives with a core team of partners from across the Taylor Wessing international offices, connecting and spotting opportunities for international collaboration.
- Manage regular calls with local country heads of D&I to discuss and develop cross-border client and marketfacing initiatives.
- Proactively manage international participation at major industry events, speaking opportunities and international conferences (eg, on Product Liability and International Arbitration).
- Prepare regular reports on international group activity for the Global Board.

The opportunity for you

Key responsibilities

Key account management

- Guide and challenge partners on new opportunities, assessing whether opportunities fit with the strategy (doing fewer things better).
- Identify business leads and emerging opportunities through use of our industry memberships, market research and analysis.
- Proactively manage targeting programmes. Lead on the creation and implementation of targeting plans and initiatives to drive revenue growth.
- Advise client teams on strategies to enhance client relationships, identify market opportunities, network with key contacts and help cultivate a growth mind-set.
- Undertake analysis of the current client base and work with client partners to ensure that all business development opportunities are being thoroughly exploited.
- Work on the firm's client listening programme – including client service reviews and post-pitch and matter reviews.
- Develop and implement client plans to tackle Whitespace opportunities with the client teams. Lead on relationship mapping activity (internationally where necessary) and work with client teams to implement contact-marking plans.

Bids, proposals and credentials management

- Lead important bids, shape the narrative, help draft compelling sales copy and rehearse teams.
- Advise on pricing strategies, helping determine competitive and profitable fee arrangements.
- Develop junior team members and help them develop advanced and commercial bids skills.
- Thought leadership, marketing and communications
- Implement a profile strategy for the group, working closely with the PR and comms team.
- Drive the BD, marketing and communications plan for the D&I group and its various sub-groups – including oversight of content marketing, digital media, marketing collateral, events, speaking opportunities and legal directories.
- Launch the international leadership campaign and lead on their execution for profile and revenue growth, ensuring that each thought leadership project has a sales plan which is owned and driven by the partner sponsor and key stakeholders.
- Develop your own external network through intermediaries, industry events and attending networking events to sell the firm and connect attendees with appropriate TW lawyers.

The opportunity for you

Key responsibilities

Coaching & development

- Help partners and associates become more effective in their BD efforts through coaching and skills building, as well as through embedding enhanced processes and infrastructure.
- Support and coach associates through their promotion to senior associate and mentor senior associates through their promotion to senior counsel and partnership.

Measuring success

- Prepare reports for the Business Group Leadership Team, Sector Heads and Practice Area Leaders on client and business development performance.
- Lead on team communications and internal reporting using various dashboards, reports and systems as required.

Knowledge, skills & experience

This role is a busy and demanding position, but it's also hugely satisfying and rewarding to work as part of a dynamic and ambitious team. You should be able to demonstrate:

- A high level of personal credibility, impact and influence with proven ability to work effectively and persuasively at all levels of the business.
- An ability to provide commercial and proactive advice on business development, marketing and communications issues – based on knowledge of legal services and ideally Disputes & Investigations.
- Previous BD experience at manager level with practical experience of a variety of BD roles including pitches, account management, thought leadership and team management.
- A can-do attitude with a bias for action. The ability to take the initiative and ownership for projects, and the drive to get things done.
- Excellent team management and communication skills. Able to display empathy and emotional intelligence, especially in relation to working with international colleagues and understanding the different dynamics of international BD.
- A proactive, tenacious and creative approach and an ability to make tough decisions and follow through with them.
- A flexible mindset and an ability to work to deadlines, juggle multiple projects, work with ambiguity, and deliver under pressure.
- Strong organisational skills and an excellent attention to detail.
- A knowledge of CRM systems and a familiarity with generating meaningful data and reporting for business intelligence and targeting purposes.
- Ambition, drive, likeability and a strong work ethic.

About us

Taylor Wessing is a global law firm that serves the world's most innovative people and businesses.

Deeply embedded within our sectors, we work closely together with our clients to crack complex problems, enabling ideas and aspirations to thrive. Together we challenge expectation and create extraordinary results. By shaping the conversation in our sectors, we enable our clients to unlock growth, protect innovation and accelerate ambition.

Our UK sector focus



Technology, Media
& Communications



Private Wealth



Real Estate,
Infrastructure & Energy



Life Sciences
& Healthcare

Our areas of expertise

- Banking & Finance
- Brands & Advertising
- Commercial & Consumer Contracts
- Competition, EU & Trade
- Copyright & Media Law
- Corporate Crime & Compliance
- Corporate/M&A & Capital Markets
- Data Protection & Cyber
- Disputes & Investigations
- Employment, Pensions & Mobility
- Environmental, Planning & Regulatory
- Financial Services Regulation
- Information Technology
- Patents & Innovation
- Private Client
- Private Equity
- Projects, Energy & Infrastructure
- Real Estate & Construction
- Restructuring & Insolvency
- Tax
- Venture Capital

Challenge expectation, together

With our team based across Europe, the Middle East, US and Asia, we work with clients wherever they want to do business. We blend the best of local commercial, industry and cultural knowledge with international experience to provide proactive, integrated solutions across the full range of service areas.

1200+ lawyers | **300+** partners | **28** offices | **17** jurisdictions

About us

The way we work

At Taylor Wessing, we never settle for average. We're creative thinkers, problem solvers and continuous learners who excel at what we do and believe our best work is still ahead of us. We are a firm that's large enough for you to achieve your ambitions, but connected enough to be a true community.

You are joining an inclusive culture that allows you to be yourself and balance your work and home commitments. You'll gain access to high-end technology, agile processes and the trust to deliver your best work in a flexible way whilst spending the balance of your time with colleagues in our offices.

Employee development and career progression

We recognise that our business services professionals are integral to our success and are therefore dedicated to their career development. We offer comprehensive development plans designed to support the growth of our business services people in their respective roles. From technical training to softer skills, these plans are crafted to ensure that our people realise and reach their full professional potential, but also complement our firmwide strategic goals allowing both the firm and our people to flourish.

For a detailed look at these development opportunities and how they can support your career progression, please refer to our [Always Learning Brochure](#). This document will provide an in-depth view of our commitment to skill development and show you the support network available as you advance within Taylor Wessing.

About us

Investing in you | Tailored benefits

Your wellbeing is always our priority and we are proud to offer bold and progressive ways of working alongside an excellent range of benefits and perks designed to support you and your family.

Key benefits

- 25 days' annual leave
- Life assurance
- Group personal pension – salary sacrifice
- Income protection
- In-house and digital GP services

Health and wellness benefits

- Annual wellbeing allowance
- Private medical insurance (individual)
- Health assessments
- Dental insurance
- Critical illness insurance
- Flu vaccinations
- Eye tests
- Employee assistance programme
- GymFlex
- Counselling sessions

Lifestyle benefits

- Enhanced family leave – after one year qualifying service, you are entitled to up to 26 weeks leave full pay if you or your partner give birth or adopt a child
- Salary sacrifice electric car scheme (UK staff only)
- Cycle to work scheme
- Payroll giving
- Technology loan
- Health cash plan
- National Art Pass
- Financial wellbeing support
- Interest free season ticket loan
- Cloud Nine – our subsidised restaurant and coffee bar (London only)

Taylor Wessing in London



Located in central London, our office is a stone's throw from some of the UK's biggest names in technology, fashion and retail, as well as the courts housing the capital's legal profession.

After 15 years of being based in 5 New Street Square, in March 2023 we announced the decision to renew our lease and to invest in a full refurbishment of our office. This will create a modern workspace that supports our future business and sustainability objectives.

While the refurbishment is underway, we've temporarily relocated to Hill House, just a short walk from 5 New Street Square, which we anticipate will reopen in autumn 2025.

Why London?

London is one of the top financial centres in the world and a key international tech hub. Our UK lawyers combine their deep understanding of the law with their outstanding market knowledge to support some of the most innovative businesses across the technology, media and communications, life sciences and healthcare, real estate, infrastructure and energy and private wealth sectors that do business in the capital and beyond.

We thrive on the challenge of keeping ahead of legal and regulatory developments to advise our clients in these dynamic sectors who are pushing the envelope in terms of the products they develop and offer and the business and economic models they operate. Our UK and international strength in M&A, disputes and intellectual property complements our focus on our key sectors.

Our London team

Working alongside our lawyers, teams based in our London office support our UK and international business operations, including:

- IT
- Strategic Digital Ventures
- Finance
- Talent
- Risk
- Business Transformation
- Business Development, Marketing and Communications.

Anyone who works for Taylor Wessing in London becomes part of a fully integrated, UK-wide team. This is a fantastic firm for talented people who are intellectually curious, ambitious and want to work in one of the best cities in the world.

Our values

What we stand for

We are a community of independent thinkers, connected by our values and our drive to challenge expectation. Our values shape what we do and how we do it. We have built a team that reflects the firm's core values and which exemplifies inclusivity. To learn more, [click here](#).

Excellence

Creative

Responsible

Team

Integrity

Respect

Acting responsibly, together

We're committed to being a responsible business and taking accountability for our actions.

We have high ethical standards and take care of our people. We're reducing the footprint we leave in nature and engaging with our communities through cultural and charity work. Being a responsible business means we're active members of our broader society, of the legal community, and of our clients' sectors.

Whether it's building an inclusive workplace, reducing our waste or supporting the arts; we're actively working together to build a better business, and a more sustainable world.

Find out more about our responsible business initiatives [online](#).

Read our latest impact report by clicking the link below.



Our Responsible Business Impact Report 2023

Diversity & Inclusion

Mansfield Certification



We are proud to announce that we have achieved Mansfield Rule UK Certification Plus for the 2023–2024 period, reaffirming our dedication to diversity, equity, and inclusion within the legal sector.

We're committed to delivering an inclusive culture and a progressive environment where we empower all our people to lead, learn and grow. The Mansfield Rule keeps us and the wider legal profession accountable for achieving and surpassing these goals; over the last year alone the Mansfield Rule has helped us continue to focus on monitoring our recruitment and promotion activities, as well as improving the diversity of our firm.

We've seen tangible changes in our firm from championing diverse voices across all areas of our business, something we want to see continue to flourish in the years to come and with Mansfield as a key partner in building in an inclusive environment for all.

To read more about this fantastic achievement please [click here](#)

Inclusive Recruitment Charter

Take a look at our new Inclusive Recruitment Charter...

The Charter builds on some of our great initiatives from the last year, like taking part in the 10,000 Black Interns programme, introducing mandatory inclusion training for all our people, and achieving Mansfield Certification Plus.

Learn more about our commitments to being a responsible business by [clicking here](#)

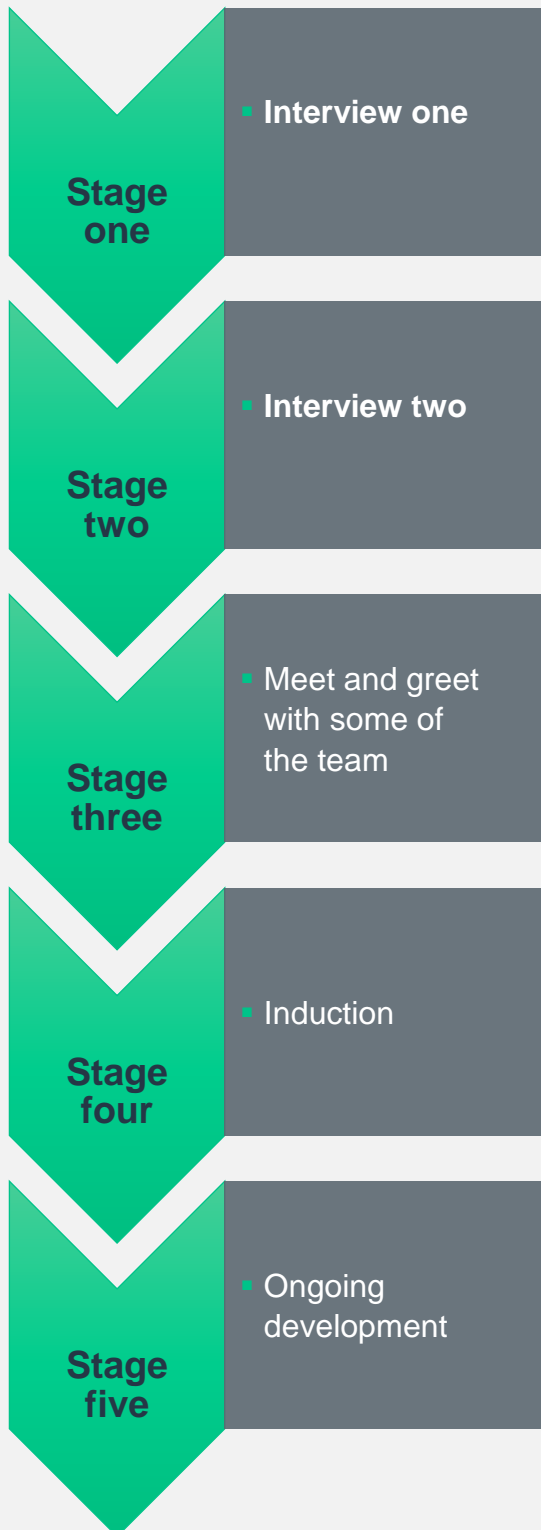
Responsible Business Networks

We embrace individuality and bring diverse teams together, creating an inclusive work environment where all of our talent can flourish. Our inclusion programme has five priority areas, each with partner champions and network groups, in addition to other networks and societies that bring people together within the responsible business programme.

Our current networks include:

- Arts Society
- Balance in Business - our gender balance network
- Cultural Diversity network
- equaliTW - our LGBTQ+ network
- Family Matters network
- Social Mobility network
- Sustainability network
- Wellbeing network

Your recruitment journey



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Please contact us if you require any adjustments to your application or our recruitment process.

2000+ people
1200+ lawyers
300+ partners
28 offices
17 jurisdictions

Argentina*	Buenos Aires	Mexico*	Mexico City
Austria	Klagenfurt Vienna	Netherlands	Amsterdam Eindhoven
Belgium	Brussels	Nicaragua*	Managua
Brazil*	Belo Horizonte Brasilia Rio de Janeiro São Paulo	Panama*	Panama City
Chile*	Santiago de Chile	Poland	Warsaw
China	Beijing Hong Kong Shanghai	Portugal*	Braga Lisbon Porto
Colombia*	Bogotá Bogotá, main office	Puerto Rico*	San Juan
Costa Rica*	Guanacaste San José	Republic of Ireland	Dublin
Czech Republic	Brno Prague	Slovakia	Bratislava
Dominican Republic*	Santo Domingo	South Korea**	Seoul
Ecuador*	Cuenca Guayaquil Manta Quito	Spain*	Barcelona Canary Islands Madrid Pamplona Seville Valencia Vitoria Zaragoza
El Salvador*	San Salvador	UAE	Dubai
France	Paris	Ukraine	Kyiv
Germany	Berlin Düsseldorf Frankfurt Hamburg Munich	United Kingdom	Cambridge Liverpool London
Guatemala*	Guatemala	Uruguay*	Montevideo
Honduras*	San Pedro Sula Tegucigalpa	USA	New York San Francisco
Hungary	Budapest		

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