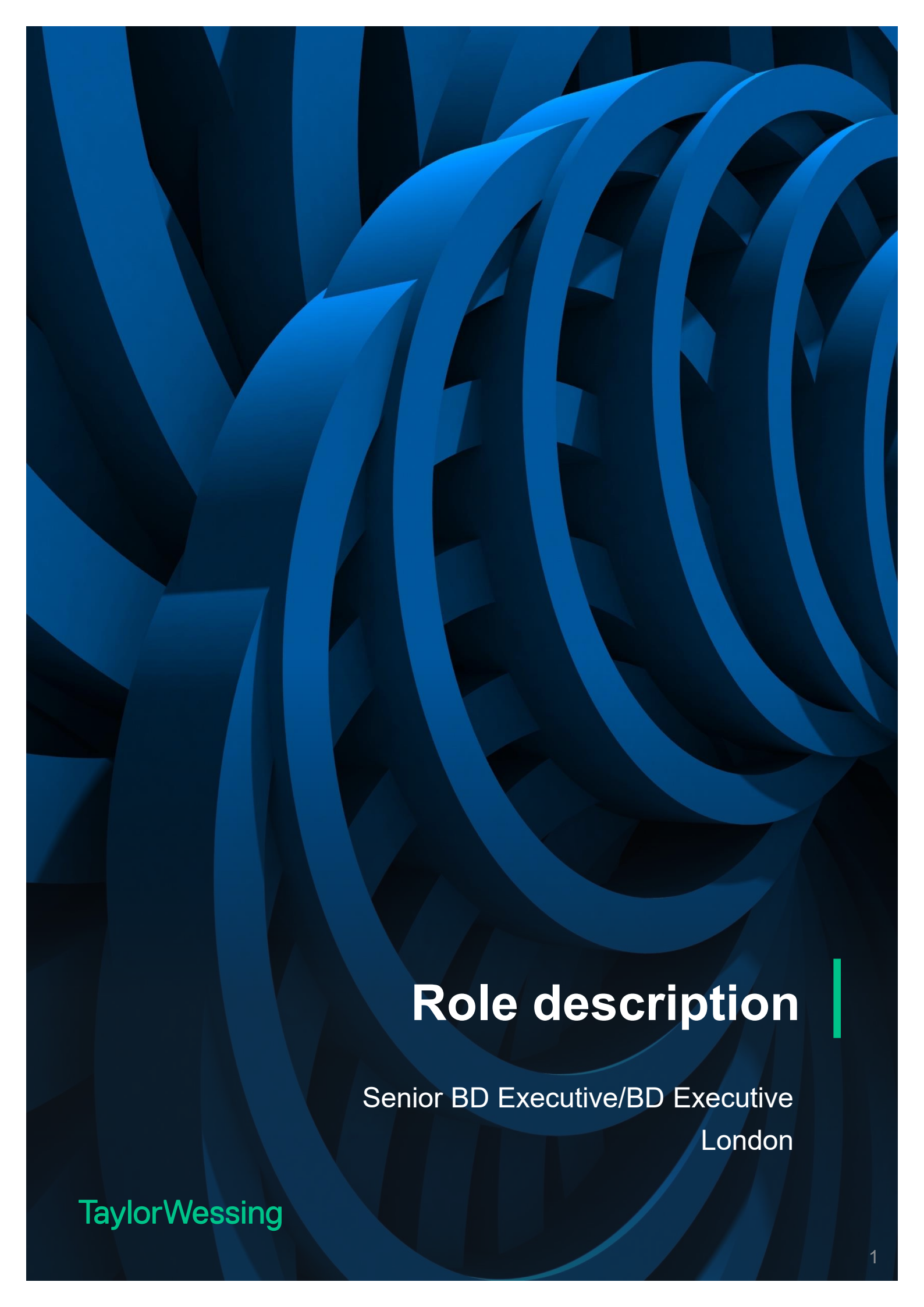




Role description

Senior BD Executive/BD Executive
London

The opportunity for you

Executive summary

The IP, Regulatory and Digital Senior BD Executive/BD Executive plays an important role supporting the delivery of strategic business development plans for practice the area which includes; Brands, Content and Advertising, Regulatory, Commercial Tech, Patents, Data and Cyber and FSR and Competition. The role will operate across our global business, but most closely with partners and lawyers in London, Dublin, Dubai and the US.

The role requires commercial acumen, the ability to get to know the business quickly and develop a broad range of relationships, and a proactive, engaging and energetic style. We are looking for someone who will bring a strategic mindset and strong planning and advisory skills, along with a willingness to dive into the detail and take a hands-on approach to implementing the delivery of the groups' business plans.

The role is important in helping us build on client development and profile-raising work that has already been achieved and continue to create a more structured approach to BD activities. It is also central to helping the firm develop a more commercial outlook to its clients and its work.

You will be a part of a BD, Marketing and Communications 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

Senior BD Executive/BD Executive

Recruiting manager

Alex Hughes

Department

Business Development

Working hours

Monday to Friday (09:30 – 17:30)

Working at least 3 days a week from our offices.

Location

London

Perm/FTC

14 month FTC

Salary

Competitive

Working pattern

We are committed to finding the right person for this role and are open to discussing flexible working patterns.

The opportunity for you

Key responsibilities

- With the Senior BD Manager drive the implementation of the IP, Regulatory and Digital and Patent BD & Marketing plans, leading on delivering BD objectives and engaging in strategy conversations with partners.
- Have a clear approach to client targeting to enable us to win more high value contentious and regulatory work in our core sectors.
- Facilitate pro-active cross-selling of our services across the firm.
- Lead on the drafting of pitch documents and credential statements for the team with support from the bids team.
- Take ownership of the Experience database for the team, working with the partners and associates to collect and verify data that will be used in directory/award submissions and in pitches/credential statements.
- Collaborate with the Events and M&BD Operations teams on client events for your practices and take responsibility for running practice or sector-specific seminars and networking events ensuring clear ROI and follow up.
- Develop and maintain the information necessary to market the groups for which you and the team are responsible, supported by the M&BD Operations team in Liverpool.
- Share key information with internal communications to ensure that there is a good understanding of BD activities throughout the firm.
- Work with the Senior BD Manager to lead on specific thought leadership campaigns, BD products, client communications and marketing initiatives, working with the wider BD, Marketing & Communications team and tracking ROI.
- Manage the teams directory/award submissions process to increase market profile and perception of the IP, Regulatory and Digital teams.
- Build trust with a broad range of stakeholders at all levels and promoting understanding and the reputation of the BD, Marketing and Comms team.
- Build strong working relationships with colleagues in international locations to strengthen collaboration and information exchange between all parts of the firm.
- Represent IP, Regulatory and Digital BD effectively and positively within the BDMC exec peer group and across the function e.g. by presenting at BDMC meetings.

The opportunity for you

Knowledge, skills & experience

This role is a busy and demanding position yet hugely satisfying and rewarding to work as part of a dynamic, ambitious practice. We are looking for a candidate with the following knowledge, skills and experience:

- Solid business development/client relationship management experience at a similar level from within the legal sector or professional services.
- Ability to work to deadlines, juggle multiple projects and deliver under pressure.
- A can-do attitude with a bias for action.
- Proactive, tenacious and creative approach.
- Strong commercial awareness and focus.
- Experience within the IP, regulatory legal and or tech sector will be beneficial but not required.
- Excellent communication skills – both written and oral.
- Excellent interpersonal and influencing skills.
- Ability to motivate and inspire the fee earners to deliver business goals and change behaviour where required.

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.

1250+ lawyers | **350+ partners** | **26 offices** | **16 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.

In 2023, we faced the choice whether to move to a new location in London or stay in 5 New Street Square. We decided to stay and invest in an extensive refurbishment as this would have less of an environmental impact than building and fitting out a brand-new space.

We're now back in 5 New Street Square and we look forward to clients and other guests experiencing our reimagined, modernised and more sustainable premises.

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 2024**

[Read the report](#)

Diversity & Inclusion

Mansfield Certification



We are proud to announce that we have achieved Mansfield Rule UK Certification Plus for the 2024–2025 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.

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](#)

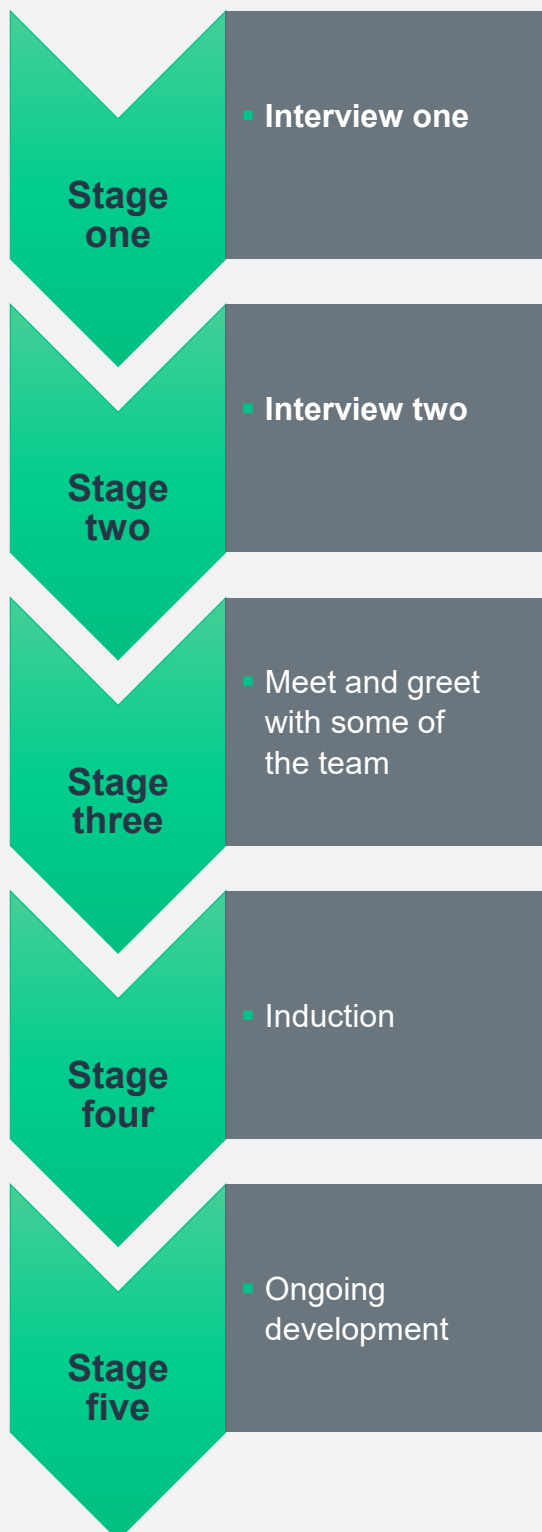
Responsible Business Networks

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



Rob Fowler

Head of Talent Acquisition
+44 20 7300 4841
r.fowler@taylorwessing.com



Victoria Lewton

Senior Recruitment Manager
+44 207 300 7061
v.lewton@taylorwessing.com



Daniel Cheasley

Senior Recruitment Advisor
+44 20 7300 4965
d.cheasley@taylorwessing.com



Kendell Woods

Senior Recruitment Advisor
+44 151 335 5192
k.woods@taylorwessing.com



Meg Vaughan

Recruitment Senior Coordinator
44 151 335 5277
m.vaughan@taylorwessing.com



Lottie Williams

Recruitment Onboarding
Senior Advisor
+44 151 335 5191
ch.williams@taylorwessing.com

We are committed to making all stages of our recruitment process accessible to candidates with disabilities or long-term health conditions. If you consider yourself to have a disability or long-term health condition, please feel free to be open about this at any point during the recruitment process this will be dealt with in a confidential manner. If you are not sure what adjustments you require, we will work with you to establish the most suitable adjustments at each stage of the recruitment process.

2700+ people
1250+ lawyers
350+ partners
26 offices
16 jurisdictions

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

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www.taylorwessing.com

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