



# Role description

BD Manager – Private Equity  
London

# The opportunity for you

## Executive summary

This is a fantastic opportunity to support one of Taylor Wessing's leading practice areas as the firm undergoes significant change in becoming Winston Taylor.

This role is a maternity cover and will suit an established manager looking to build on their experience within Private Equity and the associated Corporate and ancillary practice areas. You'll work closely with the Senior BD Manager, Practice Group Leaders, partners and other lawyers to achieve revenue targets, proactive business development and origination, and client development and continue to deliver a structured approach to BD activities.

The role requires strong 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.

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

Business Development Manager  
– Private Equity

### Recruiting manager

Kate O'Connell

### Department

Business Development

### Working hours

Monday to Friday (09:30 – 17:30)

Working at least 3 days a week from our offices. 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

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

- Taking overall responsibility for the implementation of the Private Equity BD and Marketing plans.
- Developing a strong understanding, and supporting where necessary, across all four corporate practice groups, with responsibility for driving private equity focused BD.
- Leading on several key growth priorities across Private Equity.
- Enabling pro-active cross-selling into and out of Private Equity and broader Corporate teams .
- Work with internal analyst team and knowledge lawyers to help identify origination opportunities for the practice, developing a strong pipeline with key actions for conversion.
- Work with partners, the Senior BD Manager and dedicated Corporate pitch support as required to pitch for new business opportunities, draft or co-ordinate the writing of pitch documents and credential statements.
- Manage and support specific thought leadership campaigns, BD products, client communications and marketing initiatives, working with the wider BD, Marketing & Comms team.
- Collaborate with the Events and BD Operations teams on client events for your practices and take responsibility for running practice or sector-specific seminars and networking events.
- Develop and maintain the information necessary to market the groups for which you and the team are responsible, supported by the BD Ops team in Liverpool.
- Support internal communications to ensure that there is a good understanding of BD activities throughout the firm.
- Lead on the creation of directory/award submissions to increase market profile and perception of teams.
- Building trust with a broad range of stakeholders at all levels and promoting understanding and the reputation of the BD, Marketing and Comms team.
- Building strong working relationships with colleagues in international locations to strengthen collaboration and information exchange between all parts of the firm.

# 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 department. We are looking for a candidate with the following knowledge, skills and experience:

- 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 the Private Equity sector.
- 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.
- 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.

**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 reimaged, 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](#)

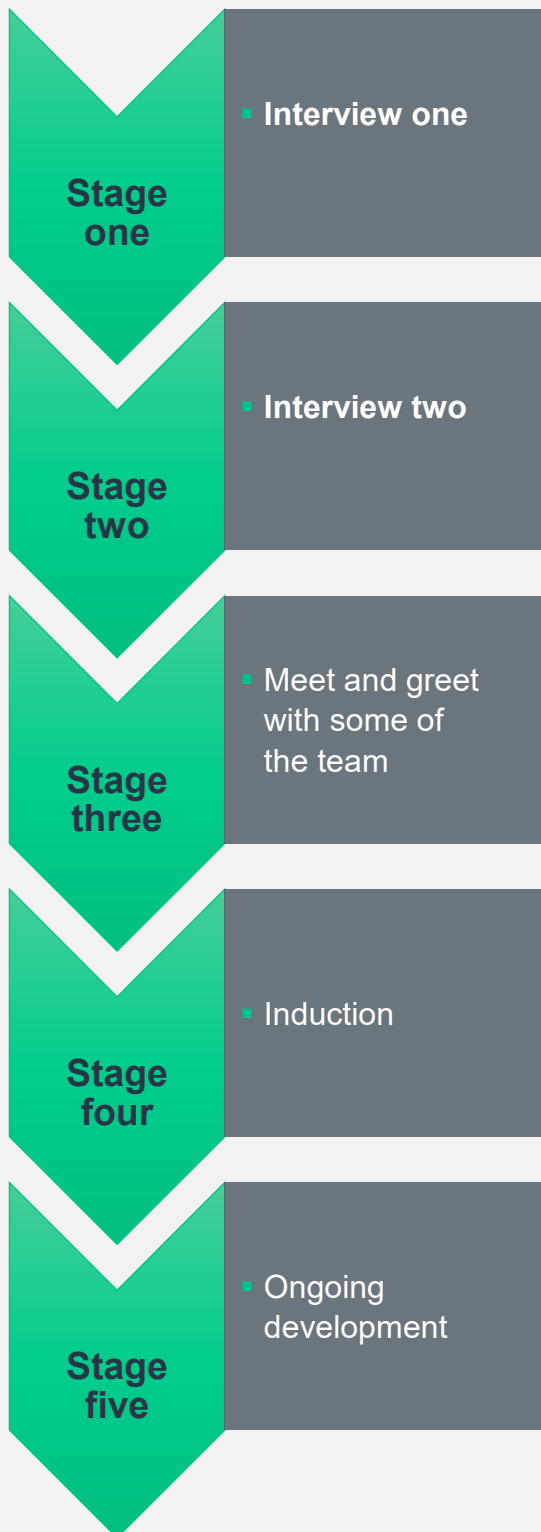
## Responsible Business Networks

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



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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**

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

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