

# Business Development Manager

**Business Development, London**

# About Winston Taylor

**At Winston Taylor, we set the standard, together.**

Winston Taylor is a transatlantic law firm built for the businesses, people, and markets driving capital and innovation. Here, you're in the room. In the action. Sleeves rolled up.

You'll work with leading clients. Disruptors. Fast-growth companies. And help them to stay one step ahead of the moment and make critical decisions that shape their future. We're present in the U.S., U.K., Europe, Latin America, and the Middle East, combining the scale and speed that clients demand.

You'll be trusted with real responsibility from the outset and build experience through hands-on work. We take your progression personally. We provide the platform. You shape the work around your goals and aspirations.

Step into the moments that matter. Join Winston Taylor.

# The opportunity for you

## Position summary

**Where landmark deals are closed and dynastic wealth is protected — this is where you come in.**

Our defining capabilities include Critical Transactions and Private Wealth—two of the most distinctive and powerful practices in global law, and the focus of this role.

Our Critical Transactions team closes landmark deals across private equity, M&A, venture, finance, real estate, and capital markets—wherever our clients' ambition leads. Our Private Wealth practice is the trusted partner to over 350 ultra-high-net-worth individuals, eight royal families, and 155 families with wealth exceeding USD1 billion, managing combined assets of over USD2 trillion across 90+ jurisdictions.

This role is a maternity cover and will suit an established manager looking to build on their experience within Private Equity and associated Corporate practice areas.

The BD, Marketing and Communications (BDMC) team is well-established and respected within the firm—known for our high standard of service, ideas and commitment it brings to business development. We move quickly and those who thrive are the ones who match that pace—naturally curious, quick to build relationships, and motivated by getting things done rather than waiting to be told to.

You'll work closely with the Senior BD Manager, senior leadership across our legal practices and other lawyers to achieve revenue targets, proactive business development and origination, and client development, delivering a structured approach to BD activities.

We're looking for someone who will hit the ground running—getting to know the business, its people, and its priorities fast—and building the kind of trusted relationships across the firm that make things happen. You'll be hands-on from day one getting things done—this a role at the forefront, not the sidelines.

---

### Job title

Business Development Manager –  
Corporate

---

### Recruiting manager

Senior Business Development  
Manager - Corporate

---

### Department

Business Development

---

### Working hours

Monday to Friday  
(9:30 am–5:30 pm)

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

Working at least three days a week from our offices.

---

### Location

London

---

### Perm/FTC

14-month FTC (maternity cover)

---

### 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

## Position 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

## Experience, skills, and qualifications

This role is a busy and demanding position, but it is 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 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.

# Recruitment journey

## Stage 1

Interview



**Rob Fowler**  
Head of Talent  
Acquisition & Strategy

- London
- +44 20 7300 4841
- [Rob.Fowler@winstontaylor.com](mailto:Rob.Fowler@winstontaylor.com)



**Hannah Jackson**  
Senior Recruitment  
Manager

- London
- +44 20 3077 7262
- [Hannah.Jackson@winstontaylor.com](mailto:Hannah.Jackson@winstontaylor.com)



**Daniel Cheasley**  
Senior Recruitment  
Advisor

- London
- +44 20 7300 4965
- [Daniel.Cheasley@winstontaylor.com](mailto:Daniel.Cheasley@winstontaylor.com)

## Stage 2

Interview two

## Stage 3

Meet and greet  
with some of  
the team



**Kendell Woods**  
Senior Recruitment  
Advisor

- Liverpool
- +44 151 335 5192
- [Kendell.Woods@winstontaylor.com](mailto:Kendell.Woods@winstontaylor.com)



**Meg Vaughan-Irving**  
Recruitment Senior  
Coordinator

- Liverpool
- +44 151 335 5277
- [Meg.Vaughan@winstontaylor.com](mailto:Meg.Vaughan@winstontaylor.com)



**Lottie Williams**  
Onboarding Senior  
Advisor

- Liverpool
- +44 151 335 5191
- [Lottie.Williams@winstontaylor.com](mailto:Lottie.Williams@winstontaylor.com)

## Stage 4

Induction

## Stage 5

Ongoing  
development

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.

---

Attorney advertising. The information contained herein is for educational and informational purposes only and is not intended to be and should not be construed as legal advice. Winston Taylor N.V. and WS SELAS are part of the Winston Taylor network as separate legal entities operating from its offices in the Netherlands and Belgium and France, respectively. Further information on Winston Taylor can be found on our regulatory page at: [www.winstontaylor.com](http://www.winstontaylor.com). Winston Taylor LLP Headquarters: 300 N. LaSalle Drive Chicago, IL 60654-3406. Phone: +1 (312) 558-5600.

