

<https://www.matfar.com/job/40363-business-development-manager-for-major-us-cities/>

Business Development Manager for Major US Cities

Description

A large, international firm is seeking a highly motivated and experienced litigation Business Development Manager for one of their metro-area offices. Must have a proven track record of generating new business.

Responsibilities

- Develop and implement strategies to identify new business opportunities and maintain relationships with potential clients, including law firms, corporations, and government agencies.
- Collaborate with partners and attorneys to develop proposals and pitch materials. • Attend networking events and conferences to expand the firm's presence in the legal community.
- Monitor market trends and competitor activity to identify potential opportunities and threats.
- Track and report on business development activity and results.
- Work with marketing and communications teams to develop and execute targeted campaigns and initiatives.

Qualifications

- Bachelor's degree in marketing/communications or related field.
- MBA or JD a plus.
- 10 – 13 years of experience in professional services marketing and business development.
- Demonstrated background of accomplishment in marketing and business development.
- Previous law firm experience is highly desirable.
- Demonstrated leadership and proactivity/initiative.
- High level of accountability on all work product and ability to effectively juggle multiple projects.
- Ability to provide consistent and high quality work product under tight deadlines and other pressures while maintaining a professional demeanor.
- Experience and facility with information technology and software for marketing the practice group, including website, databases and knowledge of management tools.
- Proficiency with Word, PowerPoint, and Excel required.

Contacts

If interested and meet the requirements above, please submit your resume or reach out to:

- [Adrienne Barbee](#)
- adrienne@matfar.com
- 213-996-3734

Hiring organization

Matura Farrington Staffing Services

Employment Type

Full-time

Industry

Legal, Marketing

Job Location

New York, Washington D.C., Dallas, Houston, San Francisco, Los Angeles, NY, DC, TX, CA

Working Hours

Hybrid Work Schedule

Base Salary

\$ 190K - \$ 210K

Date posted

April 28, 2023

Matura Farrington is an EEOC employer and will consider qualified applicants with criminal histories in a manner consistent with the requirements of the Los Angeles Fair Chance Initiative for Hiring Ordinance and all other local, state, and federal laws.