

Job Description: REGIONAL BUSINESS DEVELOPMENT MANAGER

Summary

<p>Purpose of the Role:</p>	<p>To accelerate our national profile, which is a key element of our strategic growth plan.</p> <p>To generate a greater volume of high quality work for all our barristers from sources predominantly outside of London.</p> <p>To develop relationships with solicitors and other referrers of work based outside of London, with a particular emphasis on establishing a regional commitment to work from clients in the North and South West of England.</p>
<p>Based at:</p>	<p>Manchester (will consider London with regular travel to the regions)</p>

Activities Involved and Responsibilities

<p>Develop Regional Work</p>	<p>To prepare a client-focused plan for developing regional work, in line with the overall objectives of the Chambers strategic business development plan. This will include identifying key target clients and identifying any barriers to the achievement of our strategic objectives and suggesting and effecting appropriate solutions.</p>
<p>Build Client Relationships</p>	<p>To execute that plan so as to develop opportunities from referrers of work based in the North and South West of England resulting in income generation for members of Chambers against agreed targets. This will include establishing, building and maintaining relationships with clients and targets to develop their awareness of Doughty Street barristers and staff, and to effect introductions to the same.</p>
<p>Conduct Client Care Reviews</p>	<p>To work with senior management to conduct client care reviews.</p>
<p>Increase Presence in Regions</p>	<p>To work with our marketing team to deploy resources (such as seminars, events and digital content) to increase our presence in local markets, and to develop and maintain any regional specific marketing material.</p>
<p>Be Ambassador and Promote Chambers</p>	<p>To be a credible ambassador for Doughty Street Chambers.</p> <p>To generate interesting, innovative and creative ideas for promoting Doughty Street and its barristers.</p>

<p>Understand Market, Trends and Work</p>	<p>To develop and maintain a deep understanding (by liaising with barristers and clerks) of the work of our members, and of appropriate client markets through extensive research both internally and externally.</p> <p>To monitor, analyse, and communicate regional industry trends, as well as the activity of competitors.</p>
<p>Manage Staff</p>	<p>To have line management responsibility over various members of the Marketing and Business Development team.</p>

Person Specification

<p>Who are you?</p>	<p>The role may suit a current or former solicitor, a barristers' clerk looking to take their career in a different direction or a business development professional working in professional services</p>
<p>What <u>qualifications</u> will you have?</p>	<p>You might be educated to Degree Level or have a CIM qualification, but these are not essential.</p>
<p>What <u>essential experience</u> will you need?</p>	<p>Working in the legal industry (whether in practice or not), or in a BD/marketing role within professional services for a minimum of 10 years.</p> <p>Sound knowledge of the North and South West of England legal market.</p> <p>Writing high-quality and specialised pitch documents.</p> <p>Working to both long- and short-deadline projects.</p> <p>Dealing with a range of different stakeholders and being able to build an excellent rapport using your excellent interpersonal skills.</p>

Working hours:

9:00am – 6:00pm, Monday – Friday (40 hours). These are Doughty Street's standard working hours, but we are also happy to consider applicants who may be interested in working on a flexible-hours basis.

Application:

To apply, please send your CV along with a covering letter highlighting how your skills and experience match our requirements to our Head of People and Business

Management, Julie Ahadi, at
j.ahadi@doughtystreet.co.uk.

Should you have any queries regarding the role, please contact Julie on 020 7404 1313