

CLYDE&CO

OPPORTUNITY PROSPECTUS

Senior Business Development Manager

SELDON
ROSSER



About Clyde & Co

Clyde & Co is a leading, sector-focused law firm with more than 1800 legal professionals and 3000 staff in 45 offices on six continents. It has a focus on five core global sectors that position it at the heart of global trade and commerce: insurance, trade & commodities, energy, transport and infrastructure.

The firm has doubled in size twice in the last ten years, is one of the fastest growing law firms in the world and has ambitious plans for further growth.

In Australia, we have rapidly expanded from launch in October 2012 to a team of 25 partners and close to 250 staff in four offices providing specialist legal advice across the core areas of insurance, corporate, workplace health and safety, construction, marine, aviation and trade. This growth is set to continue as we seek to expand our capability in line with the firm's core sectors and global client base.

Our presence in Asia Pacific goes back over 35 years, with a current offices covering Hong Kong, Shanghai, Beijing, Chongqing, Ulaanbaatar, Singapore, Jakarta, Sydney, Perth, Melbourne and Brisbane. The firm has a significant strategic

focus on Asia and has been growing rapidly in region, with eight of the listed locations added in the last three years. We also have strong connections with India through our association with Classis Law, an Indian law firm with offices in Mumbai and New Delhi.

Clyde & Co is not just a leading shipping, insurance or construction firm, a leader in trade and commodities, the world's premier aviation firm, a growing force in safety, energy, oil and gas, a pacesetter in the Middle East, a rapidly growing practice in the Americas, a long-term presence in Asia, an early mover in Africa, a specialist in emerging markets, a leader in acting for the world's entrepreneurs, or the firm to turn to in a crisis. It is all of these.

www.clydeco.com

About the role

Based in Melbourne, this national business development role is focused on proactively driving business development outcomes for the Insurance practice. Reporting to the Head of APAC BD, the role requires close collaboration with national and regional BD colleagues, and working daily with

partners, senior lawyers and members of the Insurance team on planning and delivery.

The role also requires building strong relationships with international BD peers to lead global Insurance strategies.

Key Responsibilities

Responsible for delivering marketing and business development services and campaigns for the Insurance practice, in line with the firm's regional and international strategy. The role will be focused on Australia, but will also involve delivering BD initiatives across multiple jurisdictions and target markets, including profiling and events in the APAC region.

- Create and drive rolling business development plans with partners including related budgeting aspects, project managing their delivery, ROI analysis and communication
- Understand and engage with relevant markets, industry sectors and clients, and identify trends and business development opportunities aligned with the firm's Insurance offering
- Champion key client plans (both regionally and globally), including identifying sector key targets, monitoring client developments, assisting client teams to implement priorities, and using account management techniques to support delivery
- Manage and assist with pitch and formal tender processes, including reviewing requirements, planning timeframes, acquiring, drafting and editing content, approving pricing, uploading submissions, and managing post pitch and evaluation processes
- Manage, and where necessary create, capability statements, brochures/flyers, infographics, website content, newsletters, presentations and event materials (working with the design team)
- Drive cross-pollination of best practice, ideas, approaches, market-knowledge and cross-selling opportunities, both regionally and globally, between various groups across the firm
- Participate in BD team projects to achieve more effective firm-wide practices and processes.
- Initiating and delivering initiatives to win new business and grow existing client relationships
- Planning and delivering capability statements, pitches and formal tender responses
- Leading cross practice client collaboration with BD Managers responsible for the disputes, regulation, construction, transport, employment, insurance and corporate teams
- Leading national Insurance profiling and key client campaigns with global BD colleagues
- Proactively contributing to the development of BD processes, knowledge and team performance.

About you

The ideal candidate will have:

- Over 10 years' business development experience within a professional services organisation
- Qualifications in a relevant field (i.e. commerce, marketing, law, communications) and ideally an interest in creative design or digital technology
- Excellent writing, editing and verbal communication skills
- Strong people skills, and the energy and passion to drive new business initiatives, influence partners, and deliver and analyse results
- A commercial and open mindset with the ability to identify the strengths and weaknesses of new opportunities and alternative solutions
- Strong organisational skills, attention to detail, and the ability to handle multiple priorities under pressure and to tight timeframes



Q&A with
Marnie Reid

Why is this a good time to join Clyde & Co?

We are the number 1 law firm in the World for the insurance sector and despite being a relatively new player in the Australian market we are already starting to dominate here. We have a rapidly growing practice of 30 partners, with new ones joining us this year. There is so much growth in the sector and the partner group are BD savvy with enormous ambition, creating a real buzz. For a dynamic and entrepreneurial BD person this is job where they can make a lot of impact.

This role is focused on delivering the BD strategy for the Insurance side of the Firm. What do you envisage the day to day of this role to be?

Firstly they need to immerse themselves in the fascinating global world of insurance. On any given day they could be bringing ideas about how we can capitalize on our firm's strength internationally and present information to our Australian clients. Our partners are very BD savvy – they are out in the market constantly and we need someone who

can almost choreograph their activity and make sure we are harnessing their activities and knowledge for the good of all our clients nationally. This role works closely with our BD Manager in Sydney and so they will be interacting with them daily to help prioritize and manage projects. We also expect that this person will be meeting with our clients and partners to determine what BD & Communications strategies we should employ. Writing is a big part of our jobs and so this person will need to be highly skilled and also enjoy producing creative marketing and business winning documents. It's a busy role!

What are the key attributes you look for when appointing people to your team?

We hire self-starters who can manage multiple projects and ideas and who are responsive and collaborative. As this is a national role the person will need to be able to quickly build relationships with our partners remotely and so it's important they are confident and affable communicators. We hire people with energy and drive who are highly motivated and creative.

How to apply

Clyde & Co has recognised the strategic importance of this role to their business and have invested in a full candidate search campaign with Seldon Rosser.

To express your interest in this opportunity please contact graham@seldonrosser.com +614 33 152 888

www.clydeco.com seldonrosser.com

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