



Opportunity Prospectus

Senior Clients & Markets Manager





Invested in Your Future

Invested in your future. It's a promise we make to our people, our clients, and New Zealand. Put simply, it means our best future is in helping you shape yours. Supporting your success, creating great outcomes, and investing in long-term relationships.

We invest in our people, and are determined to make Simpson Grierson one of the best places to work, learn and grow. Our supportive culture empowers people to thrive and succeed. Working with us means you get to shape the way you work, maintain wellness and balance, and benefit from our sector-leading learning and development programme.

We invest in our clients, earning trust through exceptional service, open communication, and helping them to grow and succeed. We shape our service around specific client needs, delivering commercially-savvy legal advice while solving problems and anticipating others. Having us in your corner means having the confidence to get on with what you do best.

We invest in New Zealand, helping to make this country one of the best places in the world to live and work. We advocate on key issues and support New Zealand's decision makers in promoting the wellbeing of our communities. Our community investment programme seeks out partnerships and pro-bono projects that create opportunities to give back and make a positive difference in people's lives.

Values

The future is something to look forward to, and we are invested in that, for our clients, our people and for our country. The common thread is our values. No matter where you are in our organisation, these hold true:

Putting People First is fundamental to everything we do. We prioritise wellbeing and build healthy relationships based on mutual respect, trust and integrity.

We always strive to be At Our Best. We deliver excellent service and best outcomes for clients by developing and empowering our people.

And we are Energetic For Change. We seek out, embrace and invest in positive change that benefits our people, clients and communities.

13 Practice Areas ranked as leading*

330+ team members across Auckland, Wellington and Christchurch

*2021 Asia Pacific Legal 500 Rankings

At Simpson Grierson we put people at the centre of what we do, whether you are a member of our team or one of our clients. It's a great place to grow your skills and be part of supporting some of New Zealand's leading companies and government organisations.



Anne Callinan,
Chair

The Opportunity to join the team

Purpose

Reporting to the Strategy and Markets Director, the Senior Clients & Markets Manager will play a key role in driving the business development activity of the firm.

The Senior Clients & Markets Manager will use their market knowledge and expertise in professional services business development to advise partners and lawyers on developing client relationships and new business opportunities. The role will work with practice area and sector groups to develop and implement successful growth plans.

The purpose of creating this role is to increase the amount of high level business development advisory support within the firm, which will allow us to take advantage of more opportunities.

Success Looks Like

This is a strategic advisory role within the firm. The ability to build credibility and strong relationships with partners, and advise, coach and influence them on best practice business development will be central to the role.

The success of the role will be seen through improved client relationships and successful business development initiatives, and through significant demand for the role's services within the firm.

Key Responsibilities

Client Account Leadership programme

The role will have primary responsibility for the firm's Client Account Leadership programme, which is focused on our most important client relationships.

Work with and advise client teams to ensure that we are building long-term, sustainable and profitable relationships based around:

- an informed understanding of the client's business and market, and the key individuals within clients
- regular feedback from the client on our performance
- improving client experience of working with Simpson Grierson
- improving the firm's position with the client, eg through identifying opportunities to increase our share of spend or cross sell services
- enhancing the profitability of our work.

The role will have client-facing opportunities, particularly around gathering feedback.

Practice area and sector business development

The role will work closely with practice area and sector groups to develop and implement business development strategies. Integral to success is developing a deep knowledge of our existing areas of work and our markets.

The role will ensure that we have a clear plan for existing clients, pursuits and new business, and building our profile, and that the plan is being carried out.

Tenders and RFPs

The role will be responsible for leading our response on many of our tender and RFP opportunities.

This includes advising on our approach to opportunities, developing our strategy and sales propositions, and drafting required materials.

The role will work with our graphic designer and others to ensure the final product is of a very high quality.

Training and coaching

The role will carry out both formal and informal business development training and coaching of lawyers within the firm.

Strategic projects

A key aspect of the role will be progressing practice development initiatives identified by the Board as part of the firm's ongoing strategy development.

Team

You will be well supported by the Marketing team, which includes BD and communications professionals.

In particular, you will work closely with the Strategy and Markets Director.

About You

You will ideally bring the below experience and competencies:

- Tertiary qualification such as Bachelor of Commerce with a marketing major, or LLB.
- At least eight years' relevant work experience, ideally within professional services.
- Well developed and professional interpersonal skills; ability to operate effectively at senior levels of the firm.
- Advanced knowledge of business development and sales principles in a professional services environment or similar, including client targeting and client relationship management.
- Excellent communication skills, both written and oral.
- Ability to exercise good judgment and discretion when handling confidential and sensitive information.
- Organisational skills to manage time well, prioritize effectively, and handle multiple deadlines.
- Ability to undertake and manage large, long-term projects and effective use of firm resources.
- Proficiency in PC applications, specifically PowerPoint, Microsoft Word and Excel.



Q&A with Tim Orsman



Why have you created this new role in your team?

Our partnership values the BD & Marketing function very highly and is committed to continued investment in the function. Having implemented a market leading Strategic Account Leadership program (via Ohten Group) several years ago and having enjoyed receiving strategic and commercial support, the Partnership has recognised the need for an additional Senior Manager resource to provide additional commercial advice to the partnership. The firm, led by the Board, is ambitious and is excited to see this new team member's contribution to the firm's strategy and growth. The Partnership is forward thinking and has a desire to bring in new and varied skillsets to contribute to the firm.

What do you expect a typical week would look like for the successful person?

As a newly created role, there is certainly opportunity to make this role your own and have some influence over the focus. Though in broad terms, I envisage the role will be 50% working strategically with the Partners (including some client-facing work) – whether it be on a pursuit, tender or sales opportunity, client development

initiative or feedback and any other growth BD strategies. The other 50% will be rolling up your sleeves operationally to do what's required in support of that – developing materials, etc. This role will certainly have support from the broader BD & Marketing team, though we are a team where everyone, including me, is also hands-on to get the job done. I believe this will be a highly varied role – offering an exciting level of challenge, opportunity and client-focus.

You came to Simpson Grierson 8 years ago after an illustrious and international career in law firms; what do you enjoy about the culture and experience of working there?

Put simply, of all the law firms I have worked in, this is the best culture and environment I have been a part of. The firm consistently receives feedback from its people that the culture, working environment and people are what keeps them here – and what they value most about working at Simpson Grierson. Whilst clearly a high performance culture delivering the utmost quality in all we do, we have a strong focus on collaboration, enthusiasm, support, inclusion and well-being. Our values are ingrained into who we

are and how we all work together every day. From a BD & Marketing team perspective, the team is very cohesive, made up of talented professionals who are proactive team players and all enjoy working together. I would encourage anyone interested in the opportunity to read more about our culture [here](#) – it's something which sets us apart.

What do you look for in a talented Clients & Markets professional?

We are looking for someone who will be very credible in advising senior Partners. Our new team member needs to confidently speak up with ideas and opinions about effective BD and Client Development strategies. We're seeking someone who can demonstrate they will have impact and influence, in a style suited to law firm Partners which takes them on the journey. We need someone who has presence and confidence when interacting with Partners; who is always well briefed and prepared and can have strategic conversations and offer advice on best practice sales process and relationship development – always with a view on sustainable profitability. We are protective of our culture and so a team player who is enthusiastic and wants to be a part of a collaborative team is vital.

How to apply

Simpson Grierson 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 interest in this opportunity email katie@seldonrosser.com with a copy of your resume in Word format. If you would like additional information please contact Katie Rosser on +61 424 944 997

www.simpsongrierson.com seldonrosser.com

SELDON
ROSSER

 Simpson Grierson