

BUSINESS DEVELOPMENT SPECIALIST

Overview:

Our client is a global ethics and compliance due diligence business looking for a Business Development Specialist to grow its presence across the legal sector.

You'll focus on law firms and lawyers working in white-collar crime, anti-corruption and investigations, identifying target prospects, creating relevant conversations and converting opportunities into meetings. The role combines targeted business development, relationship-building, partnerships and thought leadership.

Responsibilities

- Research target law firms, practice groups and lawyers.
- Build and manage a structured business development pipeline.
- Run targeted outreach through email and LinkedIn.
- Engage senior lawyers and partners.
- Qualify opportunities and book meetings for senior leadership.
- Support meeting preparation and follow-up.
- Develop targeted collateral with the marketing team.
- Build relationships with referral and strategic partners.
- Support legal-sector thought-leadership events.
- Track outreach performance and continuously improve targeting and messaging.

Requirements

- Experience in business development, sales or partnerships.
- B2B or professional services experience preferred.
- Strong understanding of or interest in the legal sector.
- Experience with prospect research and outbound outreach.
- Excellent written communication skills.
- Confidence engaging senior legal professionals.
- Strong relationship-management ability.
- Highly organised and proactive.
- CRM experience.
- Knowledge of white-collar crime, anti-corruption, investigations or compliance would be advantageous.