



Role description

US Head of Business
Development– North America

The opportunity for you

Taylor Wessing has an ambitious growth strategy and a vision to be a leading global law firm of choice in the technology, life sciences & healthcare, real estate, infrastructure and energy, and private wealth sectors.

The US is a significant inbound capital source for our business, offering substantial opportunities for TW to service US clients expanding into Europe and bringing both deal flow and contentious mandates.

From more than 30 years of dedication to the region, we have built an enviable roster of US headquartered clients that instruct us across multiple practice areas, and multiple offices. Buoyed by our San Francisco office and regular visits to the US from across the firm, we have built a leading reputation with corporates, in-house counsel, intermediaries and communities.

This role sits at the heart of the firm offering the successful candidate significant international exposure. Reporting to the partners in charge of the San Francisco office, and the Head of Origination, based in London, this role will help develop and implement the teams' broader US strategy and ambitions.

This role will work together with an international BDMC team, primarily based in the UK and Germany, as well as the BD assistant on the ground in San Francisco.

Taylor Wessing in the US

- North America is a focus market for Taylor Wessing, particularly within our core sectors of technology, life sciences and healthcare.
- With a team on the ground in San Francisco with extensive experience across M&A, venture capital investments, international expansion, commercial arrangements and data protection & privacy, we offer advice to some of the largest global tech and life sciences businesses. Additionally, each year, we assist between 50 to 75 North American growth companies on their global expansion plans.
- While we don't practice US law, our team in the US works closely with Taylor Wessing lawyers from across the globe to support start-ups, scale-ups and multinational corporations on their expansion, M&A, capital raises and commercial needs throughout Europe, MENA and Asia.

Job title

US Head of Business Development

Recruiting manager(s)

David Bates, Alex Roth (Co-heads of Taylor Wessing's San Francisco office), James Davidge (Head of Origination)

Department

BD, Marketing and Communications

Working hours

Monday to Friday (09:00 – 17:00)
Working at least 3 days a week from our offices.

Location

San Francisco

Perm/FTC

Permanent

Salary

\$110,000 - \$135,000

The opportunity for you

Key responsibilities

- Outward facing business development role forming a central part of the US office team. Primary focus on finding and developing leads to help win new clients, supporting existing relationships and building new ones in support of the US business plan.
- Lead on the US events programme by arranging/coordinating events as well as attending events and conferences to extend and develop relationships with potential clients, organisations, intermediaries, agencies and individuals. Each to be considered in the context of the ROI in winning business, raising our profile or partnering on initiatives.
- Ensure local BD activity aligns with TW's global strategy for the US market. Coordinate with international colleagues on business plans relating to the US market and work with the US team to continue to drive business development in line with the US business plan objectives, whilst managing the supporting BD budget.
- Lead on marketing and business intelligence as well as undertaking client research to engage prospects and clients in the US and provide insight and content from across the business to engage US-based clients/prospects.
- Collaborate with international sector and practice heads, and BD leads, to deliver coordinated international BD projects and marketing campaigns to the US office. This includes facilitating visits to the US market, ensuring that visits and roadshows are effectively coordinated.
- Assist in elevating the firm's profile in the US market by collaborating with our digital, PR and events teams to increase TW's overall halo effect, assisting with content marketing initiatives, communicating with networks and communities of working professionals, and carrying out campaigns pertinent to the US market.
- Contribute to international pitch, new business and client opportunities, and maintain relevant marketing collateral and client facing materials to support BD activities.
- Collaborate with the international BD team to track inbound and outbound referrals between Taylor Wessing offices and our network of strategic alliance and relationship firms.
- Co-ordinate regular internal communications, including for practice, sector and global leadership teams.
- Frequent contact with global BD and marketing colleagues to ensure alignment with firm strategy, best practice, enhance opportunities for cross-selling and identify potential new joint Marketing & BD initiatives.

Knowledge, skills and experience

The successful candidate for this BD role will need:

- A proven ability to build, maintain and develop professional networks.
- An outstanding track record of BD including managing significant BD projects or initiatives.
- A good understanding of the start-up lifecycle, preferably across the Tech and Life Sciences ecosystems.
- Experience of leadership within the BD community and ability to influence and advise partners.
- Proven ability to conduct business analysis and develop strategic plans (responsibility for business planning and project management).
- Ability to work as part of a small, closely knit team, and experience of managing and motivating individuals. A good track record of working collaboratively across borders and leading international projects.
- A proactive, tenacious, flexible and creative approach and ability to work in an autonomous environment.
- The ability to take initiative, deliver results and achieve positive outcomes.
- A strong commercial mindset, ambition and drive.
- Excellent communication skills – both written and oral and strong attention to detail.
- Previous experience of operating in a professional services environment preferred but not critical.

About us

Taylor Wessing is a global law firm that serves the world's most innovative people and businesses.

Deeply embedded within our sectors, we work closely together with our clients to crack complex problems, enabling ideas and aspirations to thrive. Together we challenge expectation and create extraordinary results. By shaping the conversation in our sectors, we enable our clients to unlock growth, protect innovation and accelerate ambition.

Our UK sector focus



Technology, Media
& Communications



Private Wealth



Real Estate,
Infrastructure & Energy



Life Sciences
& Healthcare

Our areas of expertise

- Banking & Finance
- Brands & Advertising
- Commercial & Consumer Contracts
- Competition, EU & Trade
- Copyright & Media Law
- Corporate Crime & Compliance
- Corporate/M&A & Capital Markets
- Data Protection & Cyber
- Disputes & Investigations
- Employment, Pensions & Mobility
- Environmental, Planning & Regulatory
- Financial Services Regulation
- Information Technology
- Patents & Innovation
- Private Client
- Private Equity
- Projects, Energy & Infrastructure
- Real Estate & Construction
- Restructuring & Insolvency
- Tax
- Venture Capital

Challenge expectation, together

With our team based across Europe, the Middle East, US and Asia, we work with clients wherever they want to do business. We blend the best of local commercial, industry and cultural knowledge with international experience to provide proactive, integrated solutions across the full range of service areas.

1000+ lawyers | **300+ partners** | **29 offices** | **17 jurisdictions**

Our values

What we stand for

We are a community of independent thinkers, connected by our values and our drive to challenge expectation. Our values shape what we do and how we do it. We have built a team that reflects the firm's core values and which exemplifies inclusivity. To learn more, [click here](#).

Excellence

Creative

Responsible

Team

Integrity

Respect

Acting responsibly, together

We're committed to being a responsible business and taking accountability for our actions.

We have high ethical standards and take care of our people. We're reducing the footprint we leave in nature and engaging with our communities through cultural and charity work. Being a responsible business means we're active members of our broader society, of the legal community, and of our clients' sectors.

Whether it's building an inclusive workplace, reducing our waste or supporting the arts; we're actively working together to build a better business, and a more sustainable world.

Find out more about our responsible business initiatives [online](#).

Read our latest impact report by clicking the link below.



2000+ people
1100+ lawyers
300+ partners
29 offices
17 jurisdictions

Austria	Klagenfurt Vienna
Belgium	Brussels
China	Beijing Hong Kong Shanghai
Czech Republic	Brno Prague
France	Paris
Germany	Berlin Düsseldorf Frankfurt Hamburg Munich
Hungary	Budapest
Netherlands	Amsterdam Eindhoven
Poland	Warsaw
Republic of Ireland	Dublin
Slovakia	Bratislava
South Korea	Seoul*
UAE	Dubai
Ukraine	Kyiv
United Kingdom	Cambridge Liverpool London London TechFocus
USA	New York Silicon Valley

* In association with DR & AJU LLC