

Role description

Private Equity Client Development Manager

The opportunity for you

Executive summary

Taylor Wessing has an ambition to significantly accelerate growth through a distinctive sector focus and a strategy to become the most client-centric global law firm.

In pursuit of this ambition, this newly created role will work closely with the Corporate and Private Equity teams to develop and implement the client strategy in line with the firm's ambition to deliver exceptional client service.

Our Private Equity team is a prominent force in mid-market leveraged cross-border transactions. We act for a large number of private equity sponsors, investee companies, management teams and debt providers, and work across a range of industries and deal sizes. Our core team is complemented by all specialist advisory services required for complex buy-out transactions, including leverage finance experts.

This is a client facing role and the Client Development Manager will be encouraged to have direct engagement with key client stakeholders at all levels, engaging with the client about their strategy, business issues and legal needs.

The role provides the opportunity to engage directly with clients, gather data and insights, and drive the evolution of a client engagement approach.

Key areas of focus

- Work alongside the International Private Equity and Corporate Partners to enhance our overall approach to managing strategic client relationships.
- Actively manage a small number of international Private Equity and Real Estate Funds relationships that offer significant growth potential working with Client Relationship Partners to create ambitious growth plans and implement strategies to realise the potential of these relationships.
- Enable Partners and Associates to become more effective in their client development efforts through coaching, skill-building and sharing best practice.

Job title

Private Equity Client
Development Manager

Recruiting manager

Kate O'Connell

Department

BD, Marketing and
Communications

Working hours

Monday to Friday (09:30 – 17:30)
Working at least 3 days a week from our offices. This is a full-time role which requires flexibility and willingness to work outside of business hours when required.

Location

London, Frankfurt or Munich

Perm/FTC

Permanent

Salary

Competitive

Working pattern

Taylor Wessing supports agile working, and the Talent Acquisition team would happily have conversations with potential candidates about how we could support agile or flexible working needs.

The opportunity for you

Key responsibilities

- Collaborate with Corporate, Private Equity and Funds Partners internationally to develop and execute strategies for strengthening client relationships and expanding revenue opportunities.
- Facilitate the client planning process, lead on the implementation of activities arising from the plans and work closely with teams in the delivery of revenue and growth targets.
- Work closely with international Private Equity Partners in drafting annual client plans and promote the expertise and successes of the international Private Equity team.
- Help international client teams be more analytical about client needs, target profitable revenue streams and increase our share of wallet. Analyse international key competitors and identify points of differentiation.
- Identify potential leads through analysis of client structures, operations and strategic direction, market share, competitor activity and through tracking developments in the client's markets.
- Lead on relationship mapping activity and implement contact-marking plans, building connections with key decision makers and increasing the number and quality of touchpoints.
- Undertake gap analysis to spot relationship weak spots and identify new opportunities.
- Liaise with all lawyers working on client matters, embed client service commitments, triage any service issues and oversee reporting and billing requirements.
- Work with the international client team to engage the client and add value through sharing industry insights and points of view, organising sessions to explore issues and challenges.
- Establish communication and information flows across the client teams to share relationship intelligence and insights, discuss opportunities and review progress against the plans.
- Work with the Client Relationship Partners, and Knowledge Lawyers, to agree and embed an approach for sharing best practice and legal know-how specific to the Private Equity and Funds industry.
- Attend pitch meetings and networking events to gather intelligence, enhance relationships and ultimately drive revenue.
- Work with the Analyst team to conduct research on market trends, new funds, and sectors to support clients and the firm.
- Work with the Marketing team to devise high impact client events and distinctive marketing initiatives.
- Work with the Talent team to explore opportunities for client collaboration relating to responsible business initiatives (charity days, student schemes, diversity initiatives and community projects).
- Work with the IT teams to develop technical products/solutions which add value to client relationships.

The opportunity for you

Knowledge, skills and experience

We are looking for a candidate with the following knowledge, skills and experience:

- Client relationship management experience at a similar level from within the legal sector or professional services.
- Knowledge of the Private Equity market including key industry networks, events and organisations.
- A can-do attitude with a bias for action.
- Affinity to travel and work for and spend time with teams in different offices.
- Proactive, tenacious and creative approach.
- Strong commercial awareness and focus.
- Ambition, drive and a strong work ethic.
- Excellent communication skills – both written and oral.
- Excellent interpersonal and influencing skills.
- The ability to speak both English and German would be a distinct advantage.
- Ability to motivate and inspire others to deliver business goals and change behaviour where required.
- Ability to work to deadlines, juggle multiple projects and deliver under pressure.

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.

1200+ lawyers | **300+** partners | **28** offices | **17** jurisdictions

About us

The way we work

At Taylor Wessing, we never settle for average. We're creative thinkers, problem solvers and continuous learners who excel at what we do and believe our best work is still ahead of us. We are a firm that's large enough for you to achieve your ambitions, but connected enough to be a true community.

You are joining an inclusive culture that allows you to be yourself and balance your work and home commitments. You'll gain access to high-end technology, agile processes and the trust to deliver your best work in a flexible way whilst spending the balance of your time with colleagues in our offices.

Employee development and career progression

We recognise that our business services professionals are integral to our success and are therefore dedicated to their career development. We offer comprehensive development plans designed to support the growth of our business services people in their respective roles. From technical training to softer skills, these plans are crafted to ensure that our people realise and reach their full professional potential, but also complement our firmwide strategic goals allowing both the firm and our people to flourish.

For a detailed look at these development opportunities and how they can support your career progression, please refer to our [Always Learning Brochure](#). This document will provide an in-depth view of our commitment to skill development and show you the support network available as you advance within Taylor Wessing.

About us

Investing in you | Tailored benefits

Your wellbeing is always our priority and we are proud to offer bold and progressive ways of working alongside an excellent range of benefits and perks designed to support you and your family.

Key benefits

- 25 days' annual leave
- Life assurance
- Group personal pension – salary sacrifice
- Income protection
- In-house GP service

Health and wellness benefits

- Private medical insurance (individual)
- Health assessments
- Dental insurance
- Critical illness insurance
- Flu vaccinations
- Eye tests
- Employee assistance programme
- GymFlex
- Counselling sessions

Lifestyle benefits

- Cloud Nine – our subsidised restaurant and coffee bar (London only)
- Enhanced family leave – after one year qualifying service, you are entitled to up to 26 weeks leave full pay if you or your partner give birth or adopt a child
- Cycle to work scheme
- Payroll giving
- Technology loan
- Health cash plan
- National Art Pass
- Mortgage surpluses
- Interest free season ticket loan
- Salary sacrifice electric car scheme (UK staff only)

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.



Our Responsible Business Impact Report 2023

Diversity & Inclusion

Mansfield Certification



Taylor Wessing UK is proud to have achieved Mansfield Rule UK certification for a second year running and has committed to participating for a third year!

We're committed to delivering an inclusive culture and a progressive environment where we empower all our people to lead, learn and grow. The Mansfield Rule keeps us and the wider legal profession accountable for achieving and surpassing these goals; over the last year alone the Mansfield Rule has helped us continue to focus on monitoring our recruitment and promotion activities, as well as improving the diversity of our firm.

We've seen tangible changes in our firm from championing diverse voices across all areas of our business, something we want to see continue to flourish in the years to come and with Mansfield as a key partner in building in an inclusive environment for all.

To read more about this fantastic achievement please [click here](#)

Inclusive Recruitment Charter

Take a look at our new Inclusive Recruitment Charter...

The Charter builds on some of our great initiatives from the last year, like taking part in the 10,000 Black Interns programme, introducing mandatory inclusion training for all our people, and achieving Mansfield Certification Plus.

Learn more about our commitments to being a responsible business by [clicking here](#)

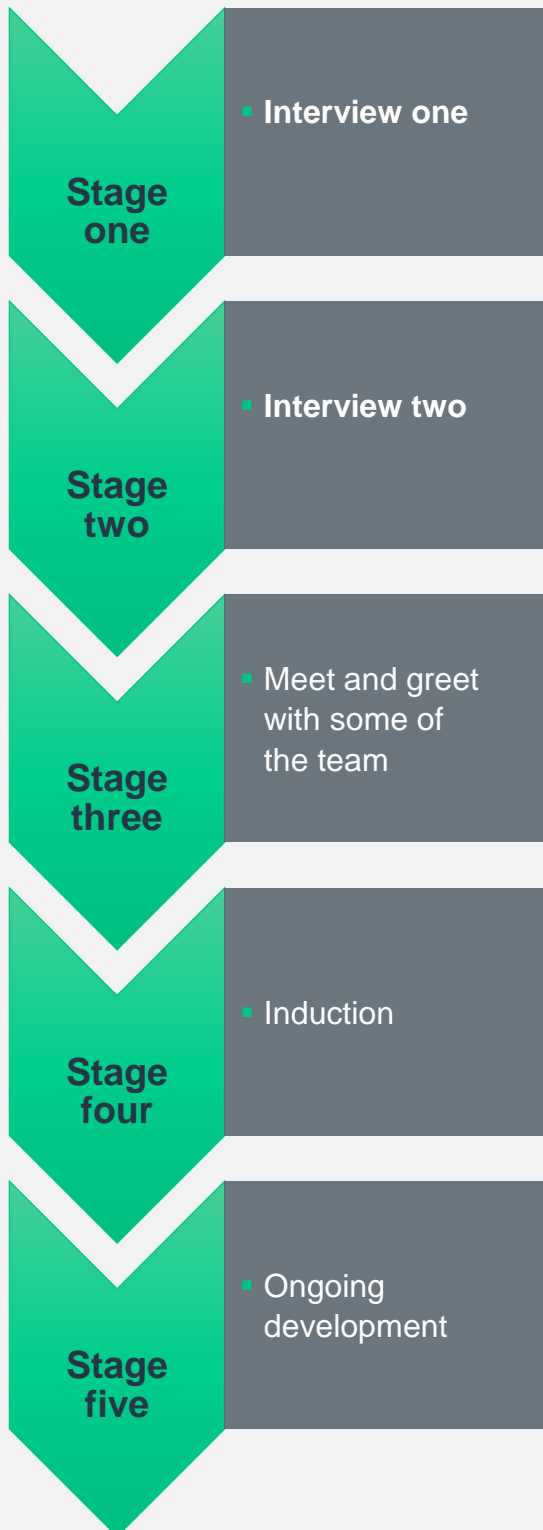
Responsible Business Networks

We embrace individuality and bring diverse teams together, creating an inclusive work environment where all of our talent can flourish. Our inclusion programme has five priority areas, each with partner champions and network groups, in addition to other networks and societies that bring people together within the responsible business programme.

Our current networks include:

- Arts Society
- Balance in Business - our gender balance network
- Cultural Diversity network
- equaliTW - our LGBTQ+ network
- Family Matters network
- Social Mobility network
- Sustainability network
- Wellbeing network

Your recruitment journey



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Please contact us if you require any adjustments to your application or our recruitment process.

2000+ people
 1200+ lawyers
 300+ partners
 28 offices
 17 jurisdictions

Argentina*	Buenos Aires	Mexico*	Mexico City
Austria	Klagenfurt Vienna	Netherlands	Amsterdam Eindhoven
Belgium	Brussels	Nicaragua*	Managua
Brazil*	Belo Horizonte Brasilia Rio de Janeiro São Paulo	Panama*	Panama City
Chile*	Santiago de Chile	Poland	Warsaw
China	Beijing Hong Kong Shanghai	Portugal*	Braga Lisbon Porto
Colombia*	Bogotá Bogotá, main office	Puerto Rico*	San Juan
Costa Rica*	Guanacaste San José	Republic of Ireland	Dublin
Czech Republic	Brno Prague	Slovakia	Bratislava
Dominican Republic*	Santo Domingo	South Korea**	Seoul
Ecuador*	Cuenca Guayaquil Manta Quito	Spain*	Barcelona Canary Islands Madrid Pamplona Seville Valencia Vitoria Zaragoza
El Salvador*	San Salvador	UAE	Dubai
France	Paris	Ukraine	Kyiv
Germany	Berlin Düsseldorf Frankfurt Hamburg Munich	United Kingdom	Cambridge Liverpool London
Guatemala*	Guatemala	Uruguay*	Montevideo
Honduras*	San Pedro Sula Tegucigalpa	USA	New York San Francisco
Hungary	Budapest		

* Powered by our strategic alliance with leading law firm ECIJA

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www.taylorwessing.com

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