



July 7, 2021

Woodsford seeking a Vice President of Business Development to join our growing US team.

The VP of Business Development will focus on growing our US business, including identifying and pursuing valuable law firm and corporate relationships and investment opportunities in the U.S. The role is best suited for someone who is highly motivated and thrives on not only meeting, but exceeding, their target goals.

A significant portion of the remuneration for this role will be based on successful origination of funding opportunities. This is a unique opportunity to join a global leader in the rapidly growing litigation funding market.

Key Functions & Responsibilities

- Identify and grow relationships with law firms, lawyers, companies and claimholders of all types that may have litigation funding opportunities
- Work closely with colleagues on Woodsford's skilled commercial and underwriting teams to find solutions for litigation and other related financing requirements
- Collaborate closely with leaders across the business to find new areas for Woodsford's US business to grow
- Collaborate with Woodsford's marketing team to create and deliver highly targeted communications in the U.S. legal market
- Work closely with Woodsford colleagues to structure and offer bespoke funding facilities
- Utilize Salesforce to maintain business development activity records and prepare internal reports

Requirements

- Bachelors' degree required; J.D. strongly preferred.
- Minimum of four years of experience in a trusted advisor role. Depending on the candidate, prior experience as a litigator, transactional lawyer working with litigation funding, or other executive developing litigation funding opportunities may be suitable. It is preferable to have a network of contacts that may be used to find new litigation funding opportunities, but great new ideas and a drive to explore and advance them are paramount.
- Track record of establishing and maintaining trusted relationships with lawyers and other executives
- A team player with excellent communication skills that is excited to work on both group and individual goals
- Proficiency in Microsoft Office; experience with Salesforce preferred.

We are flexible about location as we build a national team—team members currently are located in New York, Philadelphia San Francisco, and Minneapolis. The candidate must be willing to travel domestically once Covid-19 restrictions are lifted and normal business travel resumes. At that time, the role will also require occasional international travel, particularly to London.

Inquiries with a cover letter, resume and salary requirements should be sent to Robin Davis, Chief Investment Officer (US) at rdavis@woodsfordlf.com.

Woodsford is an equal opportunity employer committed to diversity and inclusion in the workplace. We prohibit discrimination and harassment of any kind based on age, race, color, sex, religion, sexual orientation, national origin, disability, genetic information, pregnancy, or any other protected characteristic as outlined by applicable federal, state, or local laws.