

# WOODSFORD

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## LITIGATION FUNDING

Woodsford Litigation Funding is seeking a versatile Business Development Director to help drive growth across an exciting international business, with particular emphasis on the U.S. market. Founded in 2010, with offices in London, Philadelphia and Singapore, Woodsford is a leading provider of litigation finance. Woodsford works with claimholders and law firms across the world to provide financial solutions that leverage its deep expertise and capital.

Our Business Development Director will be responsible for identifying and pursuing valuable law firm relationships and investment opportunities. The role offers tremendous growth potential and is best suited for those who thrive in fast-paced environments, willing to take on a variety of new challenges. This is an opportunity to join a global leader in the rapidly growing litigation funding industry.

### **Functions & Responsibilities**

- Identify valuable law firm relationships and investment opportunities
- Work to plan, implement, and drive sales expansion in a given addressable and/or geographic legal market
- Collaborate closely with leaders across the business to execute sales plans and deliver highly targeted communications
- Set up and manage calls and meetings with attorneys, working closely with US Managing Director and other colleagues
- Help to manage the U.S. deal pipeline and generate sales and opportunity activity reports

### **Requirements**

- Bachelor's degree required; JD preferred
- Minimum of 5-10 years of law firm business development experience; strong understanding of litigation and law firm market preferred; equivalent professional services sales or comparable experience considered.

- Track record of establishing and maintaining trusted and high-level relationships with attorneys
- Prior experience meeting or exceeding defined targets and goals
- Proficiency in Microsoft Office
- Proficiency/familiarity with Salesforce and CRM techniques
- Strong analytical skills as well as comfort working with data
- Outstanding organizational and management skills
- Demonstrated ability to prioritize and complete tasks, working independently as necessary
- Effective communication skills, including outstanding writing ability

This position offers a competitive compensation and benefits package including medical, dental, life, vision and 401K. The position is located at Woodsford's U.S. offices in North Wales, PA (right outside Philadelphia), with occasional travel within the U.S., and possibly internationally.

Inquiries with a cover letter, resume and salary requirements should be sent to Joshua Meltzer, Managing Director, U.S. [jmeltzer@woodsfordlf.com](mailto:jmeltzer@woodsfordlf.com).