

# WOODSFORD

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## LITIGATION FUNDING

Woodsford Litigation Funding is seeking a versatile Business Development and Origination Director to help drive growth across an exciting international business, with particular emphasis on the UK, EMEA & APAC markets.

Founded in 2010, with offices in London, Philadelphia and Singapore, and additional presence in Tel Aviv, San Francisco and Brisbane, Woodsford is a leading provider of litigation finance. Woodsford works with claimants and law firms across the world to provide financial solutions that leverage its deep expertise and capital.

Our Business Development and Origination 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 lawyers, working closely with other Woodsford personnel, including the Chief Investment Officer for EMEA & APAC.
- Help to manage the UK, EMEA & APAC deal pipeline and generate sales and opportunity activity reports

## **Requirements**

- Minimum of five years business development experience; good understanding of litigation/arbitration 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 lawyers
- Prior experience meeting or exceeding defined targets and goals
- Proficiency in Microsoft Office
- Proficiency/familiarity with Salesforce and CRM techniques
- Strong analytical skills and comfortable working with data
- Outstanding organisational and management skills
- Demonstrated ability to prioritise and complete tasks, working independently as necessary
- Effective communication skills

This position offers a competitive compensation and is located at Woodsford's head office at 8 Bloomsbury Street, London, with occasional travel internationally.

Inquiries with a cover letter, CV and salary requirements should be sent to Charlie Morris, Chief Investment Officer, EMEA & APAC [cmorris@woodsfordlf.com](mailto:cmorris@woodsfordlf.com).