

WOODSFORD

LITIGATION FUNDING

Woodsford Litigation Funding is seeking two versatile Business Development Managers to help develop the Canadian market.

Founded in 2010, with offices in London, Philadelphia, Singapore, and Tel Aviv with additional presence in San Francisco and Brisbane, Woodsford is a leading global 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.

Each Business Development Manager will be responsible for identifying and pursuing valuable law firm relationships and investment opportunities. The roles offer tremendous growth potential and are best suited for those who thrive in fast-paced environments, willing to take on a variety of new challenges. These are opportunities to join a global leader in the rapidly growing litigation funding industry in Canada.

Functions & Responsibilities

- Identify valuable law firm relationships and investment opportunities
- Work to plan, implement, and drive sales expansion in the Canadian 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 and the Director of Business Development and Origination.
- Help to manage the Canadian deal pipeline and generate sales and opportunity activity reports

Requirements

- Minimum of five years' experience of business development and/or legal disputes; 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
- 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

We are flexible as to where the positions are to be located as we build a national team but the candidate must have easy access to either the Toronto or BC/Alberta legal services market as well as express a willingness to travel nationally. The role will also require occasional travel internationally, particularly to the U.S. and London.

Enquiries with a cover letter and CV should be sent to Mark Spiteri, Finance & Commercial Director at mspiteri@woodsfordlf.com.