



January 2021

Woodsford is seeking a Litigation Finance Specialist in the United States.

Founded in 2010, with headquarters in London and US presence in New York, Philadelphia, and San Francisco, Woodsford is a leading global provider of litigation finance. Woodsford leverages its deep legal expertise and capital to provide structured financial solutions to claimants and law firms worldwide.

The Litigation Finance Specialist will focus on business development, including identifying and pursuing valuable law firm 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, and claimholders
- Find and qualify litigation funding opportunities, and introduce them to Woodsford's skilled commercial and underwriting teams
- Collaborate closely with leaders across the business to execute business development plans 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. preferred.
- Minimum of five years of experience in business development in or relating to the legal industry and a deep understanding of litigation, arbitration and the law firm market is preferred. Equivalent professional services sales or comparable experience considered and should be accompanied by excitement to learn the litigation funding business.
- Track record of establishing and maintaining trusted and high-level relationships with lawyers and other executives
- Prior experience meeting and exceeding defined targets and goals
- High-energy, friendly team player with excellent communication skills
- Proficiency in Microsoft Office and Salesforce

We are flexible about location as we build a national team. 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.