

LAW FIRM BUSINESS DEVELOPMENT (BD) AND MARKETING TEAM LEADER

A great opportunity to lead and shape the business development (BD) function of a market leading independent law firm based in Brussels, London and Geneva.

This role represents an ideal challenge for an experienced and ambitious BD specialist looking for a hands-on, leading role in an environment which offers a genuine work-life balance, a high performance culture and, more importantly, the autonomy and support enabling you to make a difference. You will report directly to the managing partner and interact daily with a dedicated group of partners in order to shape targeted BD and marketing plans together, and then deliver on them.

Competitive salary and benefits

Office: Brussels ideally, but flexible working arrangements are possible

Schedule: Full-time

Employee Status: Permanent

VAN BAEL & BELLIS

Van Bael & Bellis is a leading independent law firm based in Brussels, London and Geneva.

Established in 1986, we house a multi-jurisdictional team of lawyers who provide specialised advice to clients ranging from multinational corporations and government bodies to international trade associations and international law firms.

Since our inception, we have developed a reputation as one of the top firms in our areas of expertise. As a leading independent law firm which operates on global, European and national scenes, we are an ambitious firm with a clear growth plan and a strong drive for professionalism, social responsibility and diversity. We have a unique profile in the market as an internationally operating, yet independent firm. Against this background, we now want to reinforce our current BD offering with a team leader who shares our ambitions.

JOB DESCRIPTION

As the BD team leader, you will play a central role in the further growth and development of our firm. You will play a coordinating role in the firm's business development activities, and will also head up the firm's marketing and public relations team and functions.

Reporting to the managing partner, you will, as the BD manager, work seamlessly with the practice group managers, partners, and other senior members of the firm on a daily basis.

Key responsibilities:

- Help to define and promote the unique profile of the firm in the market, as being both international and independent
- Provide strategic BD advice to law firm leadership, practice groups, and partners focused on expanding relationships with existing clients, generating new business leads, and developing new projects and initiatives
- Align practices and offices and bring them closer together through defining and co-ordinating BD activities
- Assist practice groups and partners in the development and implementation of BD plans, and in tracking progress against objectives
- Understand key developments that shape the clients' industries and the legal profession and share insights internally
- Manage the development of client-specific pitch materials
- Plan and support business development events, including seminars, webinars, and dinners
- Develop marketing and external communications programmes
- Manage and coordinate the firm's website, newsletters, brochures, and other external communication channels
- Oversee and assist with the production of marketing materials

SKILL REQUIREMENTS

Your position requires a university degree in marketing, communications, or a related field; an MBA is preferred, or, alternatively, a legal degree. Multiple years of experience in business development and previous law firm experience is highly desirable.

- English native or excellent command of English; knowledge of Dutch and/or French a plus
- Strategic thinker; team player; problem solver and results driven
- Highly organised with a keen attention to detail
- Able to manage multiple tasks and projects concurrently
- Excellent communication and interpersonal skills
- Experience with — and a strong understanding of — legal marketing and advertising
- Ability to provide consistent and high-quality work under tight deadlines

EQUAL OPPORTUNITIES

Van Bael & Bellis is committed to cultivating an inclusive and diverse working environment. We foster a culture within the firm that recognises the benefits of diversity of knowledge, experiences, and perspectives. We strive to provide a welcoming and inclusive work environment, and to remain attuned to sustainability and social responsibility in our work.