

**Fasken Martineau** is a leading international business law and litigation firm. With over 675 lawyers, we have offices in Vancouver, Calgary, Toronto, Ottawa, Montréal, Québec City, London, Paris and Johannesburg. We provide strategic and thoughtful advice in virtually all areas of business law to a broad range of clients including close to half of the Fortune 100 companies, corporate clients, government agencies, regulatory authorities, non-profit bodies and individual clients. For additional information, please visit the firm's website at [www.fasken.com](http://www.fasken.com).

## **INDUSTRY BUSINESS DEVELOPMENT MANAGER**

This role is responsible for the development and execution of business development strategies and tactics for assigned Industry Groups and Client Teams within the Firm including reporting, resource management, research and analysis and strategy development. It provides strategic marketing and communications guidance in line with the firm wide business development strategy.

Reporting directly to the Director, Business Development, this role works with minimal direction and collaborates with the rest of the Business Development Team as well as the firm's Marketing Group.

### **Major Responsibilities:**

- Direct the determination and execution of business development strategies and plans for the assigned Industry Groups and Client Teams.
- Build awareness of the assigned Industry Groups and Clients Teams within the target markets.
- Maximize the assigned Industry Groups and Client Teams' ability to secure new business.
- Provide thought leadership relating to market and business opportunities to assigned Industry Groups and Client Teams.

### **Do you have what it takes?**

- Do you possess a degree in a Business or Marketing discipline coupled with at least 10 years of relevant work experience in a professional services environment?
- Can you confidently work within the political dynamics of an organization, build and maintain partnerships and relationships while influencing, and persuading legal professionals and senior management?
- Do you understand the business drivers in the market and have a proven ability to develop and implement strategic initiative and supporting tactics?

- Do you have exceptional consensus building skills, with a demonstrated ability to project manage and multi-task?
- Are you a strong leader who has successfully coached, mentored, developed and motivated others?

If you answered “yes” to the above questions, please submit your application by e-mail to [faskenhr@fasken.com](mailto:faskenhr@fasken.com). We appreciate hearing from all qualified candidates, however, only those applicants whose background and experience match our requirements will be contacted. No telephone calls, please.