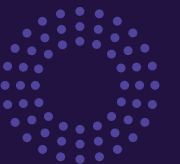




HOWARD KENNEDY

Your straightforward guide to working at Howard Kennedy

Business Development Executive



Welcome message

There's something special about Howard Kennedy.

We can sum it up in a single word: Straightforward.

The market evolves constantly, as do our clients' needs. We must always be ready to meet these changing demands. Our clients are after a lot more than sound advice. They want experts who bring clarity to daunting challenges in areas. It's people who matter most to them – they look for someone they can work closely with, who understands their business and who is there for the long haul.

That's why it's important that people who come to work for us have the same vision and values.

As a law firm we aim to provide straightforward commercial advice to our clients in a world of uncertainty, and to be a place where people thrive and our values prevail.



Craig Emden

Managing Partner

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About us

We are a London based, full-service law firm, specialising in providing straightforward advice to entrepreneurial businesses and individuals on domestic and international matters. With over 150 lawyers in one location, we ensure our clients have the right team to help them get from where they are to where they want to be.

We advise major corporates and institutions as well as entrepreneurial, ambitious enterprises which are often privately or family owned, or private equity backed. As well as our significant business law capability, we are one of only a few London-based law firms with a large private wealth offering. Our clients find our straightforward approach a compelling alternative to larger, less personal firms.

Our values

Our values act as a built-in compass, guiding us in the way we behave, the things we say and the decisions we make.

Talk straight
Think smart
Be yourself



Howard Kennedy at a glance

We have over 150 lawyers operating out of a single London office so we can be agile and responsive in our decision making and more collaborative in our working style.

375+

People

150+

Lawyers

55+

Partners

At least a quarter of our revenue comes from outside the UK. Our clients' needs often have an international component and the requirement is growing.

25%

International work

70+

Countries

2

International legal networks

Sectors and services

We are a full-service firm organised into 17 legal service teams and a focus on seven key sectors.

- Energy
- Investment Funds
- Media & Entertainment
- Private Wealth
- Real Estate
- Retail & Leisure
- Sport

£56.9m

2020/2021 revenue



Why Howard Kennedy

Working practices

We are a modern employer and strive to continually strengthen our inclusive, values driven culture to create a place where we belong and feel respected. The wellbeing of our people is of top priority and our strategy includes a focus on the physical, psychological, financial and relational wellbeing.

Training and development

Our aim is to provide the opportunities for our people to be the best they can be, to drive change and to meet our strategic objectives. There are established career frameworks in place for both lawyers and support services. We also run a top talent programme for all employees. These are designed to enable our top performers to achieve their potential and ensure succession for key roles within the firm.

Responsible business

All businesses impact the world in which they operate in some way. While we have been undertaking a range of initiatives to encourage the positive and reduce the negative impact of everything we do for some time, we have recently formalised our approach. This was achieved through engaging with both internal and external stakeholders.

Wellbeing

The wellbeing of every employee at Howard Kennedy is important to us and the future of our business. This has been a particular focus for the management during the Coronavirus outbreak. The health needs of our people are supported through employer-funded private medical insurance, the Employee Assistance Programme, Occupational Health support and access to a 24/7 virtual GP service. We have also offered free and confidential counselling during the lockdowns.

Job description

THE ROLE

An exciting opportunity to join our friendly and dynamic BD team.

Reporting to the Senior BD Manager, this position will help deliver BD & Marketing services for the Corporate Department and Retail & Leisure sector.

The role has a primary focus on business development but will be involved in other marketing activities including social media, events, CRM and supporting firm wide campaigns.

CRAIG EMDEN, MANAGING PARTNER, HOWARD KENNEDY

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We're proud of our journey. Without losing sight of where we've come from, we are focused on where we're going. We are evolving and growing every day. And just like our clients, we are ambitious and moving forward.

Job title: Business Development Executive

Position Type: Permanent

Reports to: Senior Business Development Manager

Benefits:

- Competitive salary
- 25 days annual holiday
- Permanent Health Insurance
- Life Assurance
- Interest free Season Ticket Loan
- Private Healthcare
- Pension Scheme
- Staff Introductory Scheme
- Employee Assistance Programme

MAIN RESPONSIBILITIES

Supporting the Corporate Department and Retail & Leisure sector

- Provide day to day BD and marketing support to groups within the Corporate Department (M&A, Investment Funds, Employment and IP) and Retail & Leisure sector
- Assist in the drafting and delivery of BD and sector plans
- Support on firm wide, sector-based campaigns
- Support on capability documents, pitches and experience collation
- Oversee and monitor business development budgets and expenditure
- Drafting and submitting directory submissions
- Provide advice to lawyers on how to raise profile, network and follow up on potential opportunities
- Support the lawyers in producing relevant legal updates, bulletins and blogs
- Work with the central MarComms team to execute marketing tactics and ensure all key channels are used to maximise impact
- Support the management of the Focus Account Programme.

ABOUT YOU

Ideally you will be able to demonstrate;

- Proven experience working in professional services, preferably within the legal sector
- Experience of working within Corporate or Retail.
- Initiative and proactivity, being able to anticipate stakeholders needs.
- The ability to think strategically and commercially
- Strong organisational skills
- Strong interpersonal and communication skills (both verbal and written)
- Attention to detail
- The ability to interact with and build relationships with individuals at all levels across the business

Want to know more?

People are the key to our success, so it's important that we can attract and retain the very best. As well as being driven to deliver the very best client experience, you'll also need to be someone who lives our values. We want you to help us shape our future.

If you'd like to know more about this role please get in touch with the contact listed below.



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