

MANAGER, BUSINESS DEVELOPMENT

Torys is a highly respected international business law firm with offices in Toronto, New York, Calgary, Montréal and Halifax. We work together to offer seamless cross-border services to our clients all over the world.

As a Torys employee, you will enjoy both an exciting, fast-paced work environment and a supportive, collegial and team-based culture. Our positions are best suited to individuals who take pride and ownership in their work and demonstrate exceptional client service in everything they do. At Torys, we take pride in our ability to attract and retain individuals who excel in their respective fields. We do this by providing stimulating work and learning and development opportunities, as well as a competitive compensation and benefits package.

POSITION OVERVIEW

We are currently seeking a Manager, Business Development to join our Marketing & Business Development team. Reporting to the Director, Marketing & Business Development, you will have responsibility for the following:

KEY ACCOUNTABILITIES

- Partner with the professionals to establish and execute strategies to develop new business.
- Liaise directly with professionals to identify opportunities for pitches, RFPs and client meetings, and work closely with team members to develop and execute pitches, proposals and responses to RFP's from clients and potential clients.
- Develop ideas for and oversee the compilation of competitive intelligence research for practice groups. Analyze results to identify business development opportunities.
- Manage compilation, access and distribution of transaction and case experience.
- Manage the Business Development team including assigning and overseeing work, providing performance feedback, coaching and mentoring.

ATTRIBUTES & EXPERIENCE

- Minimum 8 years previous experience in a marketing and/or business development management role, preferably within a professional services firm.
- Post-secondary degree in Business, Marketing, Communication or related experience.
- Proven strategic thinker and results-oriented.
- Exceptional leadership and coaching abilities.
- Proven successful experience managing a team.
- Proven project management experience and a demonstrated ability to prioritize and manage complex projects.
- Outstanding communication and relationship-building skills.
- Exceptional attention to detail and excellent written and verbal communication skills.
- Ability to work well independently and collaboratively within a team environment.

HOW TO APPLY:

Please address your resume and cover letter, stating your salary expectations to Firm Admin Recruiting (firmadminrecruiting@torys.com)

We thank all applicants for their interest in Torys LLP; however only candidates selected for an interview will be contacted

We foster an inclusive and accessible environment and are committed to providing support to applicants and firm members with disabilities. If you require accommodation at any time during the recruitment process, please contact [Malinda Dunfield](#), Manager, Human Resources.