

Senior Business Development Executive - Real Estate

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Company: Carter Murray

Location: London Area

Category: other-general

This Senior Business Development Executive opportunity sits in a leading multinational law firm and will play a pivotal role to promote the firms Real Estate capabilities, from both a sector and practice approach. You will work with a strong network of partners to advise them on client development activities, both locally and globally. Within this Senior Business Development Executive - Real Estate role, you will support the broader client development program for Real Estate including managing a number of key client accounts as well as conducting targeted client research and strategic client reporting. You will take a hands-on approach to support across pitching, developing capability statements, collateral and managing the pitch infrastructure for Global Real Estate. Pro-actively raising the profile of the Real Estate practice/sector will also be a key focus within this Senior Business Development Executive role. You will be development Thought Leadership campaigns, support the digital marketing and social media strategy including the website, podcast and LinkedIn and manage client events in conjunction with the global events team. This Senior Business Development Executive opportunity has great exposure across all areas of business development, visibility with partners and Associates, with the opportunity to come in and develop within a high achieving team. The successful candidate for this role will have previous business development/pitching experience with real estate practice experience from the legal sector.

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