



Director of Business Development – Baton Rouge or New Orleans

Kean Miller has an immediate opening for a Business Development Director based in its Baton Rouge or New Orleans office. This position will work with the Managing Partner, Chief Operating Officer, Director of Marketing, Marketing and Business Development Staff, Practice Group Leaders, Business Development Committee Chair and the Firm's leaders and attorneys to develop and implement strategies to expand the Firm's relationships with existing clients, and assist in the development of new client relationships.

Primary Responsibilities:

- Solicit feedback from the Firm's clients through client surveys, client interviews, and end-of-matter questionnaires
- Provide client relationship management, client service, and business development training to attorneys at differing levels in their careers
- Provide high-level business development and professional development coaching to partners and associates at all levels – from senior partner to new associates
- Organize and energize the Firm's client team programs
- Identify business development opportunities through analysis of industry trends, competitive intelligence, and other sources of new opportunity
- Manages and prepare responses to new opportunities, including responding to Requests for Proposals (RFPs), auctions and reverse auctions, and competitive situations
- Advise on the development of Alternative Fee Arrangements, rate proposals, legal pricing opportunities process improvement and project management initiatives, and legal innovation projects
- Work with Firm leaders to create, implement, track, and report on business development plans for practice groups, offices, clients, and individual attorneys. Must have the ability to articulate successes, challenges, and opportunities to various constituents.
- Identify and develop relationships with organizations outside the Firm, including chambers of commerce, economic development agencies, and industry or trade organizations, to increase brand awareness and secure new clients
- Work with Firm leaders to develop, monitor, and analyze groups' business development budgets

Requirements:

- Ability to exercise discretion and judgment in the performance of responsibilities and the aptitude for effective and creative problem solving
- Provides attorneys with an understanding of the competitive landscape and position of the Firm for increased effectiveness in winning new business
- Excellent command of computer programs and resources, including Microsoft Office, MonitorSuite, Interaction, Courthouse News Service, Redwood, Aderant, and internet search tools
- Ability to present effective sales and marketing presentations and prepare compelling marketing materials
- Excellent oral and written communication skills with high level of attention to detail
- Ability to work in a fast-paced environment and coordinate multiple timelines
- Ability to work in a consultative manner – from the mailroom to the Managing Partner
- Must be able to travel to take advantage of opportunities in the Firm's offices across Louisiana and Texas
- Qualified candidates will have a competitive nature, ability to collaborate with like-minded professionals, and a desire to succeed in a demanding yet rewarding profession
- Bachelor's Degree Required (Marketing, Business Administration, Business Management preferred)
- At least 10 years of success in professional services-related marketing and business development

Kean Miller provides its employees with highly competitive salaries and benefits, a great working environment, stability, generous paid-time off, and a 401K plan. Employees are recognized and rewarded for their achievements through annual performance evaluations and salary reviews.

Qualified candidates please send cover letter and resume to mary.coghlan@keanmiller.com. All inquiries will be kept confidential.

Kean Miller is committed to providing equal employment opportunity to all applicants and employees in full compliance with all state, federal and local laws prohibiting discrimination based upon, race, color, national origin, gender identity, age, genetic information, disability, military or veteran status, religion, sexual orientation, or other status protected by law. This applies to all aspects of employment including recruitment, hiring, promotion, transfer, demotion, discipline and discharge.

About Kean Miller

With more than 160 attorneys, Kean Miller is one of the largest full-service law firms based in Louisiana, and the largest in the Capital Region. From offices in Baton Rouge, New Orleans, Shreveport, Lake Charles, Houston, the Woodlands and Lafayette, we serve the legal needs of the people, businesses, and industries that drive the regional economy. We have particular dedication to serving Fortune 1000 companies with significant operations in the Gulf South, providing them with legal resources focused on growth. From the courtroom to the boardroom, our people provide creative solutions, unique strategies, and unparalleled value that allow our clients to perform at the highest level.