

Motley Rice is one of the nation's largest plaintiffs' litigation firms. Our mission transcends litigating cases because we fight for causes that advance the greater good. We do this, not just for our clients, but for our communities. Our attorneys aggressively seek justice and accountability for our clients who have been harmed by securities and consumer fraud, occupational diseases, toxic torts, defective and dangerous medical drugs and devices, environmental pollution, terrorism, and human rights abuses. Over the past 30 years our work has paid off and our attorneys have helped shape some of the most significant settlements and decisions in the civil litigation system. We're proud to continue that work today, as we diligently work to protect the rights of consumers, families, investors, businesses and public entities.

Our firm is seeking to hire for a newly-created **Business Development Relationship Specialist** position in the Mount Pleasant, SC, headquarters. This professional will work closely with our securities lawyers and team to enhance current relationships within the public pension and institutional investor arenas, while also helping expand the practice by identifying and helping to build out new relationships. The ideal candidate will be a confident, outgoing, people-oriented professional who thrives on building connections. They will also have experience in professional services business development, exceptional organizational and time management skills, and be detail oriented. Regular travel and evening/weekend work is required for this role. No prior legal experience needed – but should have an interest in the legal market and a willingness to learn about this area of the law.

### **Key Responsibilities:**

- **Identify New Business Opportunities:** Research and identify potential public pension fund clients, referral sources, and strategic partners to generate new opportunities for the firm.
- **Market Research and Analysis:** Conduct market research to identify trends, event opportunities, and the competitive and collaborative landscape, providing actionable insights to inform development strategies.
- **Client Relationship Coordinator:** Help to build and maintain strong relationships with existing and prospective clients, ensuring a high level of client satisfaction. Serve as support for existing attorneys in the group with client relationship responsibilities. Assist with logistics around travel and event planning for conferences and other client related events.
- **Networking and Outreach:** Attend industry conferences and networking functions alongside firm attorneys to promote the firm's services and establish connections with key stakeholders in the public pension fund and institutional investor sectors.
- **Collaborate:** Work closely with the securities team attorneys, paraprofessionals, marketing, communications, data analyst and leadership to help maintain and revise business development plans and initiatives that align with the firm's goals.
- **Monitor and Report on Progress:** Track and communicate regularly on business development activities, outcomes, and key performance indicators to measure success and inform future strategies.

### **Qualifications:**

- Bachelor's degree in business, marketing, communications, public relations, legal studies, or a related field.
- Minimum of 1-3 years post graduate experience in business development, account management, or a related field.

- Willingness to learn about the public pension fund landscape and legal services market.
- Excellent verbal and written communication, and presentation skills.
- Ability and drive to achieve growth objectives.
- Ability to maintain strong relationships with clients, referral sources, and industry stakeholders.
- Highly motivated, proactive, and results oriented.
- Proficient in Microsoft Office Suite (including Teams and Sharepoint) and CRM software.
- Exceptional organizational skills, attention to detail, and time management skills.
- Experience in the legal field a plus, but not required.

To be considered for this exciting opportunity, please submit a cover letter and resume to [staffing@motleyrice.com](mailto:staffing@motleyrice.com).

*The above is intended to describe the general content of and requirements for the performance of this job. It is not to be construed as an exhaustive statement of essential functions, responsibilities or requirements. This job description must not be misconstrued as a promise of employment, nor deemed as an employment contract. Motley Rice LLC is an equal opportunity employer. We participate in e-verify.*