



Pursuit Manager

Clients, Markets & Growth (CMG) team, Brisbane/Sydney

Recruitment

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| About Ashurst | <p>Ashurst is a leading global law firm with a rich history spanning more than 200 years. We are proud of our history and are future-focused, having expanded into new technologies through our NewLaw division, Ashurst Advance, and our consulting arm. Our in-depth understanding of our clients and commitment to providing excellent standards of service have seen us become a trusted adviser to local and global corporates, financial institutions and governments in all areas of commercial law.</p> <p>To find out more, please visit www.ashurst.com</p> |
| Department/Role overview | <p>Our Global Pursuit Team are enthusiastic and passionate bidding professionals, unified by a common goal: to ensure that we create a centre of excellence for strategic pursuits that focuses on generating profitable business for the firm. Our success over the past few years means we're continuing to grow our team and we're now looking for an ambitious Pursuit Manager to join our team of strategic advisers!</p> <p>As Pursuit Manager you will be responsible for the development of win strategies and the end-to-end pursuit management of our most strategic opportunities. You will be an integral part of the team supporting the development of bids and proposals in collaboration with the Global Pursuit Team, the wider Clients, Markets and Growth (CMG) team, partners, and other stakeholders. You will contribute to the strategic growth of the firm by ensuring we are maximising our chances of winning complex, high value and strategic pursuits.</p> <p>This role will report to and work closely with the Australian Head of Pursuits as part of a team located across our Australian offices.</p> <p>As part of our commitment to excellence and professional development, we are a Corporate member of APMP.</p> |
| Main Responsibilities | <ul style="list-style-type: none">• Manage end-to-end process for strategic pursuits from capture phase through to qualification, submission, presentation and lessons learnt.• Champion Ashurst global pursuit methodology, drive best practice and continuous improvement across pursuits and bids. |

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| | <ul style="list-style-type: none"> • Work closely with CMG team to coach, advise and influence partners and other key stakeholders on opportunity qualification and pursuit strategy. • Lead the development of win strategies, considering relationship, commerciality, competitive positioning and pursuit intelligence. • Work in collaboration the Global Pursuits Team, wider CMG team partners, and other stakeholders, to create a high-performing business development culture. • Work with Head of Pursuits and Major Pursuits Senior Managers on continuous improvement initiatives. • Undertake peer reviews to value propositions, clarity and persuasiveness of key messages and writing styles. • Coach Pursuit Executives who will support on pursuit and bid delivery. • Risk and control: Ensure that all activities and duties are carried out in full compliance with our regulatory requirements and internal policies |
| <p>Essential skills and experience</p> | <ul style="list-style-type: none"> • 5+ years' experience in a pursuit and bid role in legal, professional services or other relevant environments. • Strong technical capability in leading pursuits, including stakeholder engagement and project management skills, and a proven ability to successfully manage complex work-winning processes. • Extensive experience of developing win strategies, with an ability to successfully articulate themes, differentiators and benefits. • Ability to effectively manage and engage key stakeholders in leading pursuits / bids. • Ability to manage multiple opportunities simultaneously. • Ability to work to timescales and deadlines set by clients. • Excellent writing skills, able to transform technical information into clear, compelling content for proposals to various audience types. • Experience in coaching and developing junior team members. • Highly competent user of the Microsoft Office suite, including advanced Word and PowerPoint skills. • Exceptional attention to detail. • Self-motivated; comfortable working autonomously to deliver the objectives of the role with limited day-to-day supervision. • Team player, with a strong service ethic, a desire to drive continuous improvement. • Qualified to degree level or equivalent (preferably in business, marketing or communications). |
| <p>Desired skills and experience</p> | <ul style="list-style-type: none"> • Client facing bid, sales, BD or account management experience. • An understanding of legal practices, products and the legal competitive landscape. |

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| | <ul style="list-style-type: none">• Experience coaching pursuit teams throughout the pursuit lifecycle, including critical meetings, presentations and commercial negotiations.• Bid, proposal or pursuit-specific qualification or certification, such as through APMP or Shipley• An understanding of a variety of pursuit / bid approaches for customer groups across different geographies and industries.• A proven track record of strategic winning bids.• Experience using bid library/pitch automation software.• Experience in innovative proposal design such as through tailored templates, InDesign or microsites |
| Background checks | <p>To comply with regulatory and client requirements, Ashurst will undertake appropriate vetting of staff. When applicants accept a job offer, Ashurst, alongside a specialist provider, will undertake professional verification and background checks. These checks are only undertaken with consent, and in accordance with our legal and regulatory obligations.</p> |