



**March 2022**

**Vice President of Business Development, New York or Remote** -- Woodsford is seeking a highly motivated business development executive to expand the reach of its growing US business to find litigation funding and patent acquisition opportunities.

Founded in 2010 and headquartered in London, Woodsford is a leading provider of litigation finance. With its US presence growing substantially since 2017, Woodsford's investments into intellectual property and patent matters have been historically strong and are expanding. Woodsford works with claimholders, inventors, companies, and law firms around the world to provide sophisticated financial solutions that enable wrongdoers to be held to account and align with our ESG focus. Woodsford has deep dispute resolution expertise and capital standing behind its commitments.

The Vice President of Business Development will focus on business development, including identifying and pursuing valuable law firm relationships and investment opportunities in the U.S. The role is best suited for someone who is highly motivated and thrives on not only meeting, but exceeding, their target goals. A significant portion of the remuneration for this role will be based on successful origination of funding opportunities and patent acquisition opportunities.

This is a unique opportunity to join a global leader in the rapidly growing litigation funding market and add to our team's deep expertise in intellectual property.

**Key Functions & Responsibilities**

- Identify and grow relationships with inventors, patent owners, law firms, lawyers, and claimholders
- Find and qualify litigation funding and patent acquisition opportunities, and introduce them to Woodsford's skilled commercial and underwriting teams
- Collaborate closely with leaders across the business to execute business development plans and deliver highly targeted communications in the U.S. legal market
- Work closely with Woodsford colleagues to structure and offer bespoke funding facilities

- Utilize Salesforce to maintain business development activity records and prepare internal reports

## Requirements

- Bachelors' degree required; J.D. preferred.
- Minimum of five years of experience in business development in or relating to the legal industry and a deep understanding of litigation, and specifically intellectual property and patent litigation, is preferred. Equivalent professional services sales or comparable experience considered and should be accompanied by excitement to learn the litigation funding business.
- Track record of establishing and maintaining trusted and high-level relationships with lawyers and other executives
- Track record of connecting with and sourcing opportunities to invest in intellectual property, including patents
- Prior experience meeting and exceeding defined targets and goals
- High-energy, friendly team player with excellent communication skills
- Proficiency in Microsoft Office and Salesforce

We are flexible about location, although an ability to work out of our New York office on a regular basis would be a benefit. The candidate must be willing to travel domestically once normal business travel resumes. The role will also require occasional international travel, particularly to London.

Interested candidates should send their cover letter and CV to Robin Davis, Chief Investment Officer, US and Alex Lempiner, Executive Vice President and GC (US), at [rdavis@woodsfordlf.com](mailto:rdavis@woodsfordlf.com) and [alempiner@woodsfordlf.com](mailto:alempiner@woodsfordlf.com). No agencies please.

Woodsford is an equal opportunity employer committed to diversity and inclusion in the workplace. We prohibit discrimination and harassment of any kind based on age, race, color, sex, religion, sexual orientation, national origin, disability, genetic information, pregnancy, or any other protected characteristic as outlined by applicable federal, state, or local laws.