



First Corporate
s o l u t i o n s

Job Title: Business Development Manager for Legal Vertical

Location: This position is remote

Job Summary:

The Business Development is responsible for creating and executing sales strategies that achieve target revenue through implementation of sales plans, marketing plans and call activity to ensure we exceed the target revenues for both registered agent and corporate services, which includes UCC filing and search services. This sales professional must have experience consistently meeting or exceeding sales target revenues in law firms and corporations through selling corporate transactional services to law firms and corporations as well as selling technology solutions to these verticals.

Essential Duties and Responsibilities

- Creates sales and marketing plans, strategies and tactics which will increase our legal client base and overall transactional and registered agent revenues
- Conducts 6-8 sales meetings a week with clients and prospects and another 6-8 drops to open and close new business opportunities
- Builds a sales pipeline of NLJ 250 firms, large regional law firms and small boutique law firms to ensure a continuous achievement of monthly revenue targets for both corporate transactional revenues and registered agent revenues.
- Documents all activities in salesforce.com to manage sales activities, follow-ups with clients and prospects and generate reports to reflect quantity and quality of sales activities
- Has deep knowledge of how to position and sell the technology and transactional services into the legal market and develops strategies to target law firms and corporations that we can service based on our existing capabilities.
- Works collaboratively with marketing to develop detailed sales campaigns which will drive leads and thought leadership in the market.
- Continuously updates the marketing department and VP of Sales on interactions with prospects and clients about the clients evolving needs.
- Does proper handoff of new order placers and clients to the Operations Team to ensure a smooth and productive onboarding experience for the new order placer and FCS.

- Attends and promotes events and tradeshows and reaches out to attendees before the event to drive booth activity.
- Takes the lead on building relationships with paralegal associations and other legal associations which allows us to promote the FCS brand and gain new order placers.
- Effectively positions FCS LSD to prospects and customers in a compelling manner which drives new order placers and new logo acquisitions.
- Develops and maintains a professional and positive relationship with customers and FCS staff members.
- Develops and maintains a professional and positive relationship with the FCS Management Team.

Experience & Knowledge

Minimum

- Must have experience selling into law firms and in-house legal departments both corporate and UCC transactional services as well as technology solutions.
- Consistent 3+ year track record of exceeding transactional revenue and technology goals.
- Experience selling into the NLJ 250, large regional law firms and boutique firm.
- Documented success selling complex professional products and services to partners, paralegals and in-house counsel
- Understands sales processes and pipelines and is familiar with salesforce.com.
- Uses the consultative sales process to identify needs and offer the proper FCS LSD solutions to our clients and prospects.
- Superior communication skills both verbal and written
- Team player who works collaboratively with peers and management.
- Proficiency with all Microsoft Office Solutions and salesforce.com.
- An individual who holds themselves accountable for exceeding their revenue goals and takes ownership of their actions.
- Ability to travel when requested to do so.

Qualifications

Education:

- Bachelor's Degree in business, marketing or finance.

Salary: DOE

First Corporate Solutions is an EOE and offers a competitive benefits package. Salary is DOE. To be considered for this position please submit your resume and cover letter summarizing your experience to careers@ficoso.com Thank you for your interest!