

Senior business development coach

Permanent, full-time position based in Sydney

We are thriving, need the best talent to grow and are delighted to offer a new opportunity at marketing coordinator level.

Law firm and professional service clients come to us for strategy, advice, coaching, training, and implementation of business development, marketing, management, and organisational initiatives.

This new role on our consulting team works closely with partner level consultants on:

- tenders, bids and proposals
- eMarketing
- databases
- market research
- preparing presentations
- communication strategies and campaigns
- awards and sponsorships
- websites
- publishing
- profile raising
- thought leadership initiatives.

Since 1993, we've tagged ourselves "strategic practice development" because that's what we do: substantial, positive, and sustainable practice improvement is our business and we hold ourselves accountable for outcomes.

Julian Midwinter & Associates professional firm clients are never in any doubt that we value them, are fiercely loyal to their interests, and appreciate the confidence they place in us. And we are invited back, time and again, to help them meet new challenges and take practices to the next level.

We continue to grow: Julian Midwinter & Associates has never, ever downsized!

This is a stand-out opportunity for the right person. You may be just that person if you:

- are hard working and career-focused
- take a "make it happen" approach
- hold relevant tertiary qualifications and some in-firm experience
- are highly motivated to become an expert in professional services business development
- are organised and like the stimulation of varied projects
- are quick to learn, flexible, and resourceful
- are genuinely eager to help your colleagues and clients meet their challenges
- have excellent written communication skills
- want to work and develop with mentoring from some of the best experts in their fields.

www.julianmidwinter.com.au

Tel +61 2 9968 4168
Fax +61 2 9960 4480

Suite 16 357 Military Road
Mosman NSW 2088
Australia

Email julianmidwinter@julianmidwinter.com.au

Julian Midwinter & Associates offers great opportunities to learn, grow, achieve, and advance. This role comes packaged with market remuneration, plus performance bonus, and an appealing work environment in our lifestyle offices in Mosman.

Your contribution will be rewarded with frequent reviews, bonuses, and a path to equity participation.

If this sounds like the right step for you in the near future, please send your CV to [Linda Julian](mailto:Linda.Julian@julianmidwinter.com.au) at lmj@julianmidwinter.com.au

For more information visit our website: www.julianmidwinter.com.au

Marketing and Business Development Assistant

Permanent, full-time entry level position, based in Sydney

We are thriving, need the best talent to grow and are delighted to offer a new opportunity for a marketing assistant to join our consulting team. Law firm and professional service clients come to us for strategy, advice, coaching, training, and implementation of business development, marketing, management, and organisational initiatives.

This new role is for an individual who has made an early career start elsewhere in business and yearns to broaden and rapidly progress. Initially the role will support our consulting team with:

- eMarketing campaigns
- maintenance of databases and knowledge resources
- preparing presentations
- website maintenance
- profile raising and promotions
- support for tenders, bids and proposals
- support for communication strategies and campaigns
- market research activities
- publishing and thought leadership initiatives
- co-ordination of schedules and client appointments
- back up office administration support.

This is a stand-out opportunity for the right person. You may be just that person if you:

- are an Australian permanent resident
- are hard working and able to prioritise your work
- are quick to learn, flexible, and resourceful
- are keen to take on responsibility and with a "make it happen" approach
- have some professional services or marketing experience
- have strong technical and software skills (Microsoft Office suite)
- have demonstrably excellent oral and written English communication
- are organised and like the stimulation of varied projects
- are genuinely eager to help your colleagues and clients meet their challenges
- are highly motivated to become a future expert in professional services business development
- want to work and develop with mentoring from some of the best experts in their fields.

Julian Midwinter & Associates offers great opportunities to learn, grow, achieve, and advance. This role comes packaged with market remuneration, plus performance bonus, and an appealing work environment in our lifestyle offices in Mosman.

Your contribution will be rewarded with frequent reviews, bonuses, and a path to equity participation.

If this sounds like the right step for you in the near future, please send your CV with a covering letter to Amy Burton-Bradley at abb@julianmidwinter.com.au

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Marketing or business graduate trainee

First step on the path to a professional services marketing career

Sydney

Julian Midwinter & Associates is a specialist management consultancy delivering strategic practice development, marketing and business development advice and services to some of Australasia's finest law firms.

We invite a career-minded, aspiring professional services marketer to join us to:

- learn professional services marketing and practice development from the best in the business
- support our senior consultants and clients through a wide range of business development, tactical marketing, and profile raising projects
- deliver service at levels which will continue the exceptionally high levels our clients demand and report
- contribute to our strong and enduring client relationships
- operate in the collegiate atmosphere of our small and tightly-knit team
- grow into a consulting role.

Initially, the role will span:

- support and production for tenders and proposals
- maintaining websites
- preparing PowerPoint presentations
- eMarketing campaigns
- preparing communications and publications
- research projects
- maintaining databases and knowledge resources
- assistance to senior consultants with strategic and tactical projects and tasks
- contributing to continuing development and maintenance of leading-edge infrastructure and intellectual capital of Julian Midwinter & Associates.

This is a stand-out opportunity for the right person. You may be just that person if you:

- are hard working and career-focused
- have a "make it happen" approach
- look for better ways of doing things
- can take direction
- have relevant tertiary qualifications or are soon to graduate in marketing, business or a related discipline
- have strong interest and some exposure to the professional services arena

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- are organised and like the stimulation of varied projects for first-rate lawyers and law firms
- are quick to learn, flexible, resourceful, and genuinely eager to help your colleagues and clients meet their challenges
- have exceptional written and oral communication skills
- are interested in technology and have proven skills in Microsoft Office suite
- want to work with some of the best experts in their fields.

Julian Midwinter & Associates offers great opportunities in terms of learning, mentoring and career advancement. The role comes packaged with mid-market remuneration, plus performance bonus, appealing work environment in our lifestyle offices in Mosman.

Career progress will be rewarded with frequent salary reviews, bonuses, and eventual equity participation.

If this sounds like the right step for you in the near future, please send your CV to [Amy Burton-Bradley](mailto:amy.burton-bradley@julianmidwinter.com.au) at abb@julianmidwinter.com.au

For more information visit our website: www.julianmidwinter.com.au