



A&O SHEARMAN

VACANCY

# Business Development & Marketing Officer for Sustainability

## Requirements

- 5+ years of work experience
- Background in professional services
- Interest in ESG and sustainability
- Experience with pitches and proposals / bid management
- Strong Communication

 Amsterdam  Minimum of 5 years experience





**A&O Shearman aims to be the go-to law firm for advice regarding ESG and the transition to a sustainable economy. The Business Development & Marketing Officer for Sustainability plays an important role in achieving this strategic priority. To this end, she/he will work closely with the lawyers in Amsterdam and with A&O Shearman's global network.**







## ABOUT THE COMPANY

# A&O Shearman

**A&O Shearman assists companies, financial institutions, government agencies, and civil society organizations (CSOs) with their most complex legal challenges. The law firm is a global market leader in mergers and acquisitions, finance, corporate governance, regulatory issues, and litigation.**

A&O Shearman has a strong international network with more than forty branches and 5,600 employees in thirty countries. The firm's global reach and deep-rooted local knowledge enable it to optimally support internationally operating companies and institutions.

A&O Shearman's Dutch office is located in the Apollo House, a landmark building, in Amsterdam and employs more than 350 lawyers, civil-law notaries, tax specialists, and support professionals. They advise leading companies and organizations in practically every sector, including many listed companies.

Sustainability is one of A&O Shearman's top priorities, with an emphasis on the energy transition and ESG. The firm is committed to assisting clients in this radical change. A&O Shearman also has a strong track record in renewables.







VACANCY

# Business Development & Marketing Officer

**The Business Development & Marketing (BD&M) Officer for Sustainability will strengthen A&O Shearman's profile in the field of advising on the transition to a sustainable economy, both in the Dutch market and in collaboration with other European offices. She/he will become part of the Business Development & Marketing Team. This team falls under the responsibility of the Head of Strategy and is made up of six colleagues managed by the Senior Manager BD&M.**

The BD&M Officer will work with lawyers and notaries to identify and implement new business development and marketing opportunities. The role encompasses a broad range of tasks from pitches to content marketing and from events to client relationship management. The BD&M Officer will also support sector teams and practice groups in developing and implementing plans to expand their business.

Collaboration is an important aspect of the role. The BD&M Officer will have regular consultations with Partners and Senior Associates to discuss campaigns and strengthen the profiling and pitches, among other things. She/he will also work closely with BD&M colleagues in Amsterdam and beyond, such as with specialists in the field of marketing, events, PR, and social media.



Sustainability is a major social challenge and a key priority for A&O Shearman. The BD&M Officer can make a real difference in this regard, both in Amsterdam and worldwide. Developments are moving at lightning speed and have a major impact on the firm's clients and the work of its lawyers. This makes the role dynamic and diverse with plenty of room for personal initiative and development. Successfully carrying out the role of BD&M Officer for Sustainability in Amsterdam can open up opportunities to implement it further at a European level. ■

**Interested?** Allen & Overy is working with Top of Minds to fill this position. Please contact Lidewij Kusters at [lidewij.kusters@topofminds.com](mailto:lidewij.kusters@topofminds.com).



“The Business Development & Marketing Officer for Sustainability will be our expert in the field of energy transition and ESG. She/he will take our thinking to a higher level and ensure a rock-solid profile. This requires a creative, proactive, and ambitious professional who thrives on creating internal support and getting things done.”

Marco van der Meer, Senior Manager Business Development