

GREAT OPPORTUNITIES AWAIT

PRACTICE AREA MANAGER – GLOBAL FINANCIAL MARKETS

Knock, knock. No, it's not a joke: it's the sound of an opportunity at the door. If clients and stakeholders love you, if your track record speak for itself, and if your global mindset fuels your constant improvement...this is one house call you'll want to answer. Maverick is on the hunt for qualified, motivated talent for a practice management leadership role with a Global Law Firm. Have what it takes? Contact us today.

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PRACTICE AREA MANAGER – GLOBAL FINANCIAL MARKETS, NEW YORK

- \$200,000/yr – \$215,000/yr
- Full-time · Mid-Senior level
- Specific Finance experience not required

GENERAL SUMMARY

The Practice Area Manager (“PAM”) role is critical to the success of the Global Financial Market (“GFM”) practice area in the Americas region. The PAM will work alongside the Regional Practice Area Leaders (“RPALs”) for GFM and drive the financial and operational performance of the practice area, connecting the strategic agenda and practice area business plan with operational delivery, ensuring that Firm-wide and Practice area initiatives are adopted, together with the management of all regional practice area initiatives. The PAM will work with a variety of Business Professionals stakeholders to deliver the appropriate business professional support to the practice and will operate as a trusted advisor to all GFM partners across the Americas region, supporting them and the RPALs in driving the practice area forward. The successful candidate will have highly developed financial management skills and knowledge of business models, a strong commercial and operational background and the ability to communicate effectively at all levels and across offices/functions. The Practice Area Manager – GFM will report to the RPALs for GFM and to the Regional COO/CFO, Americas region.

KEY RESPONSIBILITIES

- Partners with the RPALs as a trusted advisor in managing and coordinating the GFM practice area, driving greater integration across the offices and product groups.
- Supports the RPALs on all regional practice management initiatives, working closely with the relevant department representatives (Human Resources, Best Delivery, Client & Marketing Development, etc.).
- Works with the RPALs, the Global Business Unit Head and the Global Practice Area Manager – GFM responsible for the coordination across the global practice to develop and implement the regional practice area strategy, business, and succession plans.
- Works with the RPALs and HR to develop and substantiate any internal promotions (i.e. NEP/EP) and lateral hire proposals, including business case, coordination with relevant stakeholders and submission of nomination papers; in addition to, recruitment, performance management, and training needs within the practice area.
- Organizes practice area/partner meetings and retreats, including preparing the agenda, materials, minutes and progressing actions as agreed with the RPALs.
- Prepares RPAL presentations/updates on management, financial and strategic issues relevant to the practice and works with internal Communications team to develop internal practice communications as required.
- Establishes and shares best practice within and across the practice area and collaborates with the other practice areas to ensure consistency of service levels; identifies opportunities for continuous improvement (including further use of the Delhi and Hyderabad offices/other hubs).
- Works closely with the Regional COO/CFO and Regional Financial Controller to oversee the practice's regional financial performance and budget/forecast.
- Conducts financial performance discussions with stakeholders.
- Communicates at all levels and across functions. The PAM will be able to understand the nuances of different business models across the practice and will have the knowledge, people skills and awareness to drive the strategic agenda smoothly.
- Works with the Regional functional heads to deliver the appropriate business professional support to the practice (including knowledge & information, business development, communications, finance, working capital, HR and other operational support).
- Work alongside the Professional Development team to ensure effective regional work allocation and development opportunities for lawyers.
- Works with the Best Delivery and Pricing teams to promote and embed initiatives and best practices that drive efficiencies and commercial discipline.

- Prepares regional business reports as required for relevant stakeholders.
- Proactively identifies and solves problems and can learn a wide range of disciplines to drive general management agenda.

REQUIREMENTS

- 7-10 years of practice management experience in a law firm or professional services firm.
- Bachelor's degree in business administration, accounting, finance or project management preferred; MBA a plus.
- Must have a global mindset and perspective.
- Proven track record of developing advisory relationships with key stakeholders and senior leadership with the ability to influence decisions and outcomes at the senior level.
- Strong project management and analytical skills with attention to detail.
- Strong understanding of financial planning, budgeting, and resource planning.
- Must be comfortable working in a fast-paced and growing environment.
- Faculty in making effective decisions using sound judgment.
- Ability to work under pressure and prioritize competing demands to meet deadlines.
- Possess excellent verbal and written communication skills.
- Ability to collaborate with other colleagues within a matrix organization.
- Must have strong technical proficiency in various software including Microsoft Office.
- Must be independently legally authorized to work in the United States.

This firm offers a comprehensive benefits and compensation package. The salary range for this role is \$200,000 to \$215,000. Actual salary will be commensurate with the candidate's qualifications and relevant experience.