Company Name: Wilson Sonsini Goodrich and Rosati

Location: Any Wilson Sonsini office, depending on experience level

Type of Service: Legal

Title: Competitive Intelligence Research and Reference Specialist

**Job Description:**

Wilson Sonsini, the leading law firm for innovative companies, is developing a Competitive Intelligence (CI) team to support the firm’s 800+ lawyers in the US, Europe and Asia. The Competitive Intelligence Research & Reference Specialist will work as a member of the firmwide Research & Information Services team and conduct legal research and in-depth research and analysis of companies, sectors, practice areas, geographic markets, technologies, and competitors using a comprehensive variety of online research tools. Will develop and communicate insightful and actionable intelligence to aid in strategic decision-making and drive business development, profitability, growth, prospective/client retention, and other business opportunities. This position reports to the Research & Information Manager, and is preferably based in the firm’s Bay Area, California, offices, although, depending on the level of experience of the candidate, could be based in any of Wilson Sonsini’s domestic office locations.

The scope of the research undertaken is varied and challenging, including economics and market sectors, routine company profiling on current and potential clients, competitors, new markets, and monitoring key targets or sectors. In this role, the Specialist will identify market trends, industry developments, client movements, and relevant client news to provide information for client development and attorney teams. Will compile and distill information into presentations and provide a written executive summary largely to support client pitches and opportunities. Will also work collaboratively with the Business Development and Research & Information Services departments to execute the firm’s business and competitive intelligence deliverables. The CI team will develop into a critical resource for the firm, and the Specialist must be able to work in a fast-paced environment. The ideal candidate must have strong written, analytical, and project management skills, as well as the ability to prioritize tasks and meet tight deadlines.

**Essential Job Functions**

Under general direction, conduct in-depth research and analysis of key companies, sectors, industries, technologies, market segments, and competitors to uncover key, actionable information and summarize into concise deliverable reports
Identify and monitor trends and key clients to aid client development efforts for all practice groups and cross-disciplinary sector teams

Stay abreast of trends and technologies in the legal industry

Track research requests to demonstrate ROI, firm trends, and patterns

Perform legal research on a regular basis as part of the firmwide Research & Information Services team

**Required Experience**

Two years minimum in a research-focused role ideally in business intelligence, litigation-related research and/or legal research

Highly curious, strong analytical skills, and ability to think strategically with the ability to convey research in written form with attention to detail

Ability to digest, synthesize, and manipulate large sets of data into a clear, concise manner

Ability to manage multiple priorities and deadlines and strong organizational skills

Proficiency in MS Excel, MS Word, PowerPoint, and Adobe Acrobat

Basic knowledge of financial datasets and investor reports for analysis

Ability to follow complex instructions with a high degree of accuracy

Responsive and service-oriented with ability to adapt and reprioritize projects as needed

Initiative and eagerness to learn

Self-starter with ability to work both collaboratively as well as independently

**Desired Experience**

AmLaw 100, financial services, or professional services firm experience preferred

Working knowledge and experience using Internet-based corporate and legal research tools such as Hoover’s, Westlaw, Lexis Advance, Monitor Suite, Pitchbook, CB Insights, and other third-party resources and systems

Experience performing basic patent research

**Education**

Bachelor's degree or higher; MLS/MLIS, JD or MBA is preferred but not essential with the right experience

**How to Apply**

Posting Date: Now – March 1, 2020

Contact Info:

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