



Position Title: Competitive Intelligence Analyst

Submit your resume to: professionalstaffrecruiting@blankrome.com

About Us

Blank Rome is an Am Law 100 firm with 16 offices and nearly 750 attorneys who provide comprehensive legal and advocacy services to clients operating in the United States and around the world. Our professionals have built a reputation for their leading knowledge and experience across a spectrum of industries and are recognized for their commitment to pro bono work in their communities. Since our inception in 1946, Blank Rome's culture has been dedicated to providing top-level service to all of our clients and has been rooted in the strength of our diversity and inclusion initiatives. Our commitment to our core values and dedication to providing a supportive and inclusive work environment, allows the firm to attract and retain the brightest in the industry.

Job Overview

The Competitive Intelligence Analyst provides firm lawyers and other business professionals with company, competitor, and market information and analysis that will aid in the development of new business and achievement of strategic goals and tactical objectives.

This role has a remote working arrangement. Potential candidates must reside within one of the 10 states in which we have a physical office. If hybrid or in-office, potential candidates must live within commuting distance of a Blank Rome office. In this role, you will report to the Manager of Competitive Intelligence and Research Services.

Essential Functions

- Prepare and/or present research and competitive intelligence on key clients, prospects, competitors, industries, and trends.
- Monitor alerts and news activity to proactively support industry and client initiatives and the development of best practices.
- Connect data from the firm's intranet and experience databases with external market developments to identify opportunities.
- Collaborate with other Competitive Intelligence and Research team members for larger, more complex requests, as well as other firmwide administrative departments.
- Regularly provide backup support to the Research Services team to assist with general, legal, and company research.
- Work closely with practice groups and industry teams to build expertise and foster strong collaborative working relationships.

- Perform other responsibilities as assigned.
- Work additional hours as needed to fulfill job requirements.

The above essential functions represent the general nature and level of responsibilities for this position and is not intended to be an all-inclusive list. The firm may modify and amend any job description at any time in its sole discretion.

Skills/Qualifications

- 5+ years of competitive intelligence experience in a corporate or legal environment.
- Bachelor's degree or equivalent experience; MSLIS or other relevant advanced degree preferred.
- Advanced knowledge of legal and business databases such as Lexis, Westlaw, ALM Law.com Compass, Bloomberg Law, Courthouse News, D&B Hoovers, FitchConnect, Intelligize, LexMachina, Leopard Solutions, MergerMarket, NewsDesk, Pitchbook, S&P Capital IQ, TLOxp, and Zoominfo.
- Demonstrated strong research and writing skills, including the ability to think critically about research tools, conduct cost-effective and efficient research, compile research results, summarize data, and communicate methodology and results clearly.
- Willingness to learn and stay current on the most effective research methods and strategies.
- Able to work independently and balance competing deadlines in a fast-paced environment.
- Highly communicative team player with strong attention to detail.
- Effectively anticipate, monitor, and meet the needs of internal and/or external clients.
- Proficient in Microsoft Suite (Word, Excel, Outlook, Teams).

General Expectations

- Promote positive work habits, including effective and timely communication, teamwork, and demonstrating respect for colleagues.
- Contribute to providing the highest quality of service to internal and external clients.
- Take appropriate initiative and ownership of job responsibilities while ensuring the assignments/job duties are performed successfully and on time.
- Understand and abide by firm policies and embrace firm values.
- Ability to maintain regular attendance and work regularly scheduled hours.
- Ability to sit for long periods of time, type, and handle light lifting (files, copy paper, etc.) in a professional office environment.
- Comply with safe work practices including compliance with the firm's COVID-19 policies and safety measures.

Compensation

The salary range for this role is \$90,000 - \$110,000. Actual salaries will depend on a candidate's geographic location, relevant experience, and skillset. The salary range listed is just one component of Blank Rome's total compensation package for employees. Other monetary rewards include annual discretionary bonuses based on performance and profit-sharing contributions based on eligibility and firm profitability.

In addition, Blank Rome provides a comprehensive suite of benefits to promote health and financial security, including medical, dental, and vision insurance as well as life, accident, and disability insurance plans. The firm also provides the opportunity to participate in 401(k) retirement benefits, commuter benefits, and well-being programs.

EEO Statement

Blank Rome is an Equal Opportunity Employer and does not discriminate against any employee or applicant for employment because of race, color, ethnicity, religion, sexual orientation, gender, gender identity or expression, national origin, citizenship status, age, disability, genetic information, marital or family status, or any other status protected by law.

Our core values of respect for the individual, the community, and the law are clearly demonstrated in our ability to recruit and develop a diverse group of exceptionally talented attorneys and professional staff who enable us to best serve our clients and our communities.