

Competitive Intelligence Analyst position October 2026

Wilson Sonsini is the premier legal advisor to technology, life sciences, and other growth enterprises worldwide. We represent companies at every stage of development, from entrepreneurial start-ups to multibillion-dollar global corporations, as well as the venture firms, private equity firms, and investment banks that finance and advise them. The firm has approximately 1,100 attorneys in 17 offices: 13 in the U.S., two in China, and two in Europe. Our broad spectrum of practices and entrepreneurial spirit allow exceptional opportunities for professional achievement and career growth.

Our Competitive Intelligence (CI) team is the firm's early-warning system and strategic compass. We turn market noise into clear, actionable insight that helps our partners and firm leadership make smarter decisions about where to invest, where to grow, and how to stay ahead.

The Competitive Intelligence Analyst will work as a member of the firmwide Research & Information Services team, reporting to the Senior Research & Information Manager and working closely with our existing CI team. The CI function collaborates with key stakeholders in a variety of departments including Business Development, Pitch & Proposals, Recruiting, Client Services, and the firm's C-Suite.

This position is eligible for a hybrid, virtual or in-office work schedule.

Responsibilities

- Under general direction, conduct in-depth research and analysis of key companies, sectors, industries, technologies, market segments, and competitors to uncover key, actionable information.
- Communicate insightful and actionable intelligence to support strategic decision making to drive business development, profitability, growth, client retention and other business opportunities.
- 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.

- Contribute to process improvements and help define best practices for the Competitive Intelligence function.
- Take part in the implementation of products and services where CI is a component or CI skills and data skills are relevant.
- Participate in testing and evaluating emerging research tools and legal technologies.

Qualifications

- Bachelor's degree in Data Science, Economics, Statistics, Business, or a related field preferred; advanced degree (MLS/MLIS, JD, or MBA) a plus.
- 2+ years in a research-focused role, ideally in business intelligence or legal research.
- Strong analytical and strategic thinking skills, with the ability to synthesize large data sets into clear, concise written summaries.
- Exceptional attention to detail and accuracy, including the ability to follow complex instructions.
- Ability to manage multiple deadlines, adapt, and reprioritize in a fast-paced environment.
- Proficiency in Excel, Word, and PowerPoint, including experience producing polished presentations.
- Service-oriented, professional, and collaborative, with the ability to work independently and communicate effectively with staff at all levels.

Preferred Qualifications

- Experience at an AmLaw 100 firm, financial services or professional services organization.
- Experience with research tools such as CapIQ, Bloomberg Law, Westlaw, Lexis, PitchBook and CB Insights.
- Experience with generative AI, LLMs, or legal tech platforms.
- Experience with CRM and experience management systems such as Introhive, Salesforce or Foundation.
- Intermediate Excel skills (PivotTables, VLOOKUP, charting); Power Query or macros a plus.
- Basic knowledge of financial datasets and investor reports.
- Familiarity with legal concepts and terminology.

The primary location for this job posting is in Palo Alto, but other locations may be listed. The actual base pay offered will depend upon a variety of factors, including but not limited to the selected candidate's qualifications, years of relevant experience, level of education, professional certifications and licenses, and work location. The anticipated pay range for this position is as follows:

Palo Alto, New York, San Francisco: $81,600 – $110,400 per year.
Austin, Boston, Boulder, Century City, Delaware, Los Angeles, Salt Lake City, San Diego, Seattle, Washington, D.C., and all other locations: $73,100 – $98,900 per year.

The compensation for this position may include a discretionary year-end merit bonus based on performance. We offer a highly competitive salary and benefits package.
Benefits information can be found here. Equal Opportunity Employer (EOE).

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