

OBELISKLEGAL.SUPPORTSOLUTIONSLIMITED

COMPANY NO 07312074  
VAT NO122821348  
REGISTERED IN ENGLAND  
AT 30 ST JOHN LANE, LONDON EC1M 4NB

THE ATTIC

+44 (0)20 3417 6590

INFO@OBELISKSUPPORT.CO.UK  
WWW.OBELISKSUPPORT.CO.UK

3<sup>RD</sup> FLOOR

30 ST JOHN LANE  
LONDON EC1M 4NB



**OBELISK**

## Client Sales Analyst

This is really exciting time to be joining our business as we look to scale up in the industry. Obelisk is an award-winning legal services provider and an active member of the London tech community, providing flexible legal solutions to law firms and in-house legal teams of FTSE100 companies.

Our client relationship team works hard to tell existing customers as well as potential new customers of Obelisk Support's offer and differentiation in the marketplace; ultimately, our client team advocates for the business and looks to help customers to access our large talent pool and to encourage them to work with them in a different way.

This role within the client team is critical at analysing the business and the market more generally. Your specific tasks will include business and market insights work, competitor intelligence, getting us ready for pitches and whatever else comes up along the way! You'll be a self-starter, happy to do the things that keep the business ticking over with a keen interest in converting insights in to ideas to drive the business forward. You'll be big into data and extremely accurate, as well as creative and thinking out of the box.

This is a great role for a graduate or someone a few years out of a business or law degree, or with very practical experience of business strategy/insights (or another data-led area), who'd relish an opportunity to be part of a business that's making waves in the legal sector and already works with some of the best known corporates in the UK.

Like all of the team, the role involves loving the brand and being a great ambassador for Obelisk Support.

## General Skills and Abilities

- Exhibit a high degree of initiative and analytical skills to handle and solve complex problems with minimal impact to the business and the client.

- Displays strong oral, written, and interpersonal communication skills to effectively manage and/or implement all phases of projects and client care.
- Credible and articulate, with excellent communication and interpersonal skills both client facing and internally.
- Knowledge of the legal field with strong leadership skills.
- An ability to establish operational objectives and action plans.
- Works on issues where analysis of situations or data requires an in-depth knowledge of organisational objectives of the enterprise and/or the client's business.
- Implements strategic policies when selecting methods, techniques and evaluation criteria to obtain results. Establishes and assures adherence to budgets, schedules, work plans and performance requirements.
- Regularly interacts with senior management within the business and/or client organisations. Requires the ability to change the thinking of, or gain acceptance from, others in sensitive situations without damaging the relationship.
- Relentless focus on client's needs and consistently raises the bar on service excellence.
- Be comfortable in a fast-paced environment with a high degree of autonomy and accountability.
- Innovative and creative, with a logical and methodical approach to problem solving
- Embody our core values to foster our unique culture to deliver our mission.
- Ability to approach issues positively, seeking appropriate solutions.
- Ability to prioritise and manage own workload, and that of others, work to operating plans, meet deadlines and monitor outcomes.
- Ability to work flexibly to meet the needs of the business.

If you are interested in this role, please send us your cover letter and CV to [apply@obelisksupport.com](mailto:apply@obelisksupport.com)