

Director of Tactical Opportunities

PeopleSoft Job Code / Title: 8162 / Global Finance Director
Department / Subdepartment: Global Finance / Tactical Opportunities
FLSA Status: Exempt
UCM Level: D
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Department / Subdepartment Overview

The Global Finance department provides comprehensive financial management and strategic support across our global operations. The department ensures the financial health and sustainability of the firm, enabling us to deliver exceptional legal services to our clients worldwide.

Role Overview

The Director of Tactical Opportunities is responsible for expanding the team's presence in the US, engaging closely with senior internal stakeholders, including firm partners, senior leadership, as well as clients and other external stakeholders. The director operates with credibility at the highest levels, using sophisticated market knowledge and commercial judgment to engage with demanding US audiences and deliver the team's insights and opportunities effectively.

The director plays a key role in identifying and analyzing industry shifts, market dislocations and emerging opportunities, with a particular focus on the US market. The director assesses developments across sectors, asset classes and jurisdictions, translating these into actionable opportunities and strategic insights for the firm and its clients.

Essential Duties and Key Responsibilities

"Essential duties" are those that an individual must be able to perform with or without reasonable accommodation.

1. Leads the local team, setting strategic priorities, deploying resources effectively, and fostering a high-performing, collaborative culture, while maintaining strong alignment with colleagues across the global team
2. Partners closely with senior partners, client teams, and firm leadership, providing informed perspectives on market developments, emerging opportunities, and themes relevant to their practices, clients, and strategic priorities
3. Maintains a continuous view of the market, identifying early signals, structural shifts, and emerging themes across financial markets, industries, and products, and assessing their potential relevance to the firm and its clients
4. Translates complex market and industry developments into differentiated, commercially relevant insights, and actionable recommendations, drawing on quantitative analysis, qualitative research, proprietary intelligence, and external perspectives
5. Identifies and evaluates opportunities across sectors, geographies, products, and transactions, connecting market developments with the firm's capabilities, relationships, and strategic priorities
6. Leads high-profile and strategically important projects from inception through delivery, defining the analytical approach, mobilizing resources, and ensuring rigorous, high-quality outputs
7. Builds and deepens senior external relationships with investors, corporates, and other market participants, developing a strong network of sources, and representing the team's perspectives with credibility, clarity and impact

8. Acts as a connector across practices, offices, and geographies, bringing together relevant expertise, relationships, and market intelligence to inform strategic initiatives and client opportunities
9. Works closely with senior leadership to establish the team's focus and direction, shape its research agenda, and continuously strengthen its analytical capabilities, methodologies, and use of data
10. Serves as a senior ambassador for the team, articulating its capabilities, insights, and contribution to the firm's wider objectives, including through relevant industry events, conferences, and senior-level meetings
11. Develops and inspires talent, managing, mentoring, and coaching team members while creating opportunities for them to broaden their expertise, take on greater responsibility, and progress their careers
12. Fosters a culture of intellectual curiosity, constructive challenge, collaboration, and commercial awareness, maintaining high standards of analytical rigor, judgment, and quality across the team's work
13. Promotes effective work practices, works as a team member, and shows respect for co-workers

Knowledge, Skills & Abilities

- Exceptional analytical, strategic and commercial judgment, with the ability to synthesize complex market, financial and industry information into clear, actionable insights
- Deep knowledge of financial markets, industries and products, with the ability to identify emerging trends and opportunities
- Outstanding communication and executive presence, with the credibility to engage effectively with senior management, partners, clients, investors and other external stakeholders
- Proven leadership and people-management skills, including the ability to set direction, develop talent, foster collaboration and drive high-quality outcomes; demonstrated ability to lead and develop high-performing teams and manage complex, high-priority initiatives
- High degree of autonomy, ownership and adaptability, with the judgment to make sound decisions in ambiguous and fast-moving situations
- Strong organizational and stakeholder-management skills, with the ability to manage competing priorities and influence effectively across a global organization, with a strong track record of working directly with senior executives, partners, investors, clients and other sophisticated stakeholders
- Strong technology and AI proficiency, with the ability to use emerging AI tools and technologies thoughtfully to enhance research, analysis, productivity and decision-making, while applying appropriate judgment around accuracy, confidentiality and data security
- Strong discretion and judgment in handling confidential and commercially sensitive information

Position Specifications

Typical Experience

- Typical years of relevant experience: a minimum of ten years' experience in investment banking, investment management, equity research, management consulting, strategic advisory, corporate finance, or a related field; demonstrated progression into senior roles with responsibility for leading complex, high-impact work and advising senior stakeholders with proven experience developing market, investment or strategic analysis and translating complex information into clear, actionable insights
- Typical years of cumulative experience: ten plus years
- Experience working with law firms, professional services firms, institutional investors or sophisticated corporate clients preferred

Education

- Bachelor's degree required
- JD, MBA, or equivalent advanced degree from a leading global institution preferred

Working Conditions and Physical Demands

- Frequently move (e.g., walk) around the office
- Spend extensive time using a computer, including use of a PC keyboard and mouse or similar data input devices
- Travel may be required
- All Latham & Watkins positions are in a typical indoor office environment

The statements contained in this position description are not necessarily all-inclusive; additional duties may be assigned, and requirements may vary from time to time, and from location to location.