



Client Partnership Manager (Sydney–Hybrid)

Sky Discovery is seeking a Client Partnership Manager to join our dynamic team.

Join our team in Sydney to help build, manage and strengthen our relationships with key client partners – leading Australian lawyers running dispute, regulatory and investigation matters. Our experts balance eDiscovery, legal, and technical experience to support our clients with robust workflows for data collection, analysis, management, review, and production. You will work alongside the Client team and our broader team of experts to ensure we continue to understand the challenges our clients face and consistently create solutions that have maximum impact on their matters.

What are your responsibilities?

We are looking for you to own the development, execution, and management of this role's objectives.

This would include:

- Develop a detailed understanding of our current and potential clients - how they work and what we do to support them.
- Create specific strategies and plans to build, manage and strengthen our partnerships with these client stakeholders.
- Execute those strategies through various forms of stakeholder engagement, either through your own direct efforts or other through those of the broader Sky Discovery team.
- Record the outcomes of your engagement and report them to your team and the broader business, adjusting your strategy and execution as needed.
- Identify and pursue opportunities to work with client partners, whether on discrete matters or as a part of a broader organisational partnership.
- Leverage the experience and network of those within the Sky Discovery team to ensure we are connected with our clients on multiple levels and in different ways.
- Remain attuned to the current and future needs/objectives of our key clients and the broader legal market.
- Provide coaching, training and guidance to the broader Sky Discovery business on Client Partnership best practice.
- Assist with the execution of various other brand and marketing initiatives (events, presentations, content creation, etc.).
- Contribute to the broader efforts of the Client team to grow our client base and build partnerships with new lawyers and teams.

Who are we looking for?

Our ideal Client Partnership Manager will combine some of the following traits:

- Have a strong and expansive national network within the legal industry. Of particular interest are relationships with corporate and government legal teams.
- Have been responsible for engaging and managing senior client stakeholders, whether during their legal career or in another role.
- Have practised as a lawyer, preferably in a litigious role, or held positions within a professional services environment.
- Be a strong communicator who is capable and comfortable engaging with a wide array of client stakeholders both written and verbally.
- Be able to conveniently access the Sydney CBD.
- Be capable of taking ownership of the role's responsibilities whilst ensuring your immediate and extended team are engaged and bought into your process and methodology.

Other preferences for the role include:

- Experience working in a business development, brand or marketing capacity/role.
- Having used an eDiscovery tool (i.e. Relativity, Ringtail, Nuix, etc.) or engaged with the process either as a user or administrator.
- Familiarity with the eDiscovery workflow, exchange protocols and practice notes.

How we work?

Sky Discovery prides itself on being a great place to work, a value that runs to the core of every business decision:

- We have offices in the CBDs of Sydney, Melbourne, Brisbane and Perth, but empowering our teams to manage their own day and work from wherever and whenever will make them most effective and productive. We supply all the relevant technology and support that allows our team to work in this way.
- You will need to travel throughout Australia to meet our clients and your colleagues in person. We will work with you to define what travel and face-to-face contact are necessary to succeed and empower you to make your own decisions about how that fits with your professional and personal schedules.
- We intend for this team to remain small, filled with exceptionally capable and talented people, empowered by technology and process. In saying that, we do expect the business to continue to exhibit strong growth in the short and mid-term and for that to present many and varied opportunities for career progression.
- We aim to provide a competitive salary and superannuation structure in line with the market and having regard to your experience. A generous incentive scheme is also on offer and will be tied to your execution of key financial and non-financial performance metrics.

How to apply

If you think you are our new Client Partnership Manager, please send a brief overview of why Sky Discovery would be a good fit for you, and a copy of your resume, via SEEK or solutions@skydiscovery.com.au

For further information, please email solutions@skydiscovery.com.au or call Elizabeth Betts on +61 409 403 823 for a confidential discussion. Please note that only shortlisted applicants will be contacted.

About Sky Discovery

Our global team of lawyers, eDiscovery experts, technicians, and innovators make our market-leading work possible. We offer around-the-clock specialist support, along with market-leading custom tools and workflows designed to enhance Relativity's core functionality.

In partnership with our clients, Sky Discovery supports disputes, regulatory responses, and investigations in Australia and the UK. We truly understand the challenges of discovery and disclosure and know how to make a positive difference. Al or otherwise, we always find practical solutions to make lawyers' lives easier.

[Meet our team >](#)

We're growing a team that embodies our core values with the right balance of legal, eDiscovery and technology experience. People enjoy and do their best work when they feel like they belong – included, valued, and equal. The company we want to create means being a great place to work for everyone.

Join our global team of experts – a mix of lawyers, eDiscovery experts, technicians, technologists, and innovators.

If you are interested in applying for this position. Please send your CV and covering letter to:

[solutions@skydiscovery.com.au >](mailto:solutions@skydiscovery.com.au)

"Sky Discovery is a true trailblazer in its field, and it should be commended for its hard work and dedication to providing quality services. I know that the team at Sky work hard and genuinely cares about fostering relationships with the people behind the business."

Senior Associate Large National Class Action Firm

"Based on my contrasting experience with similar competitors, I believe Sky Discovery provides market-leading service and value."

Principal Specialist Construction Law Firm

"Since its inception, I have worked closely with Sky Discovery and am consistently impressed by their responsiveness, adaptability, and initiative."

Partner Large International Law Firm

"Sky Discovery's assistance in the review process—with state-of-the-art AI tools—has been invaluable. Giving us tailor-made solutions is what makes them stand head and shoulders above the rest."

Commodities Partner Large International Firm

"The team delivers a great experience from start to finish. Everything feels well-organised and professional. There's clear attention to detail, high-quality solutions, and strong technical knowledge."

Senior Associate Specialist UK Law Firm