

Legal Counsel

Company: International service company

Location: Montreal

SUMMARY

The Corporate Counsel role will be responsible for drafting and negotiating contracts, primarily on the revenue side of the business for the business unit. This role will work closely with the other members of the Legal team.

ROLES AND RESPONSIBILITIES

- Review, markup/draft (from forms and from scratch), negotiate and close commercial contracts, including master services agreements, statements of work, licenses, RFP responses and supporting documents across the business unit.
- Ensuring clauses, privacy and compliance with company's standards.
- Provide rapid, practical, business-oriented legal/commercial contract advice directly to the business.
- Support business in negotiating prices, deliverables, services scope, warranty and other commercial terms.
- Apply innovative problem-solving skills and practical business judgment to maximize revenues, minimize risk and foster long-term client relationships.
- Collaborate with and facilitate cross-team decision-making among the Legal team, Finance team, business teams and other internal teams.
- Manage assigned projects to timely and successful completion.
- Assist other attorneys and management in higher level matters, as needed.
- All other duties as assigned.

QUALIFICATIONS

- 5+ years of relevant experience in a law firm and/or corporate legal department; in-house corporate legal department experience preferred.
- Experience in handling corporate governance matters.
- Experience negotiating contracts and other vendor management related experience demonstrating ability to handle and close commercial and legal negotiations.
- Merger and acquisition corporate experience is a plus.
- Experience working in a fast-paced, fluid and collegial corporate culture.
- Demonstrated success working in a high-performing, business results-driven environment is a must.
- Ability to draft and close agreements with minimal support from senior staff.
- Demonstrated ability to think and decide quickly, and to communicate legal issues and solutions clearly and concisely.
- Financial services/insurance industry experience preferred.
- Analytical and research skills required, and self-motivator skills.
- Business-oriented. Experience dealing with senior management.
- Excellent verbal and written communication skills.
- Law degree from an accredited law school required.
- Licensed to practice law in Quebec, Common law is an asset

Executive and Legal Search Consultants

1155 Robert-Bourassa Blvd, suite 514, Montreal, QC H3B 3A7 | www.shoreassoc.com | resume@shoreassoc.com | 514-878-3443

- Fluency in both English and French (speaking & writing)

Please note that only candidates selected for interviews will be contacted.

CONTACT INFORMATION

Please forward your CV/résumé, in confidence, to SHORE & Associates:
Marie Wong: mwong@shoreassoc.com – 514-878-2624