

## SENIOR LEGAL COUNSEL, COMMERCIAL

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**Company:** Pharmaceutical industry

**Location:** Montreal (hybrid)

### SUMMARY

Our client is seeking a dynamic and collaborative corporate/commercial lawyer who is an effective communicator and who loves to share their experience and learnings. This will report on an interim basis directly to the Vice President Legal Affairs, General Counsel and Corporate Secretary. In this role, you will handle a broad spectrum of legal issues relating to the organization's generic and branded business, pharmaceutical product development and indirect procurement and information technology needs and projects. Specifically, you will be responsible for supporting and acting as a trusted advisor to the various Vice-Presidents and other Legal Team Members responsible for corporate, commercial and contract needs of our company. In addition, you will be responsible for overseeing all commercial and contract knowledge management related activities throughout the organization, including the management, sharing and accessibility of standardized agreements and contract negotiation guidelines. You will in this role be required to collaborate and work alongside stakeholders, internal and external, to promote and optimize the use of standardized templates and guidelines to ensure effective contract negotiation and ensure contract quality that meets agreed standards and corporate policies.

### ROLES AND RESPONSIBILITIES

- Advise on the interpretation of legal documents and applicable laws and regulations in a manner that provides practical legal advice while properly managing risk to the organization.
- Work in collaboration with the senior leadership team, structuring various business initiatives and drafting and negotiating a wide range of agreements, including licensing agreements, marketing agreements, distribution agreements, master services agreements, clinical trial agreements, and equipment purchase agreements; and other strategic agreements for the development and commercialization of pharmaceutical products.
- Ensure compliance with contractual agreements, company policies and applicable laws and regulations.
- Work in close collaboration with the other members of the legal department.
- Interacting with external counsel, advisors, external vendors, business partners and the board of directors, as needed.
- Keep informed of new laws, regulations, and industry trends affecting the organization, and assisting with the development of policies and training as needed.
- Develop and maintain contract templates, clauses and guidelines to ensure consistent quality and alignment with organizational requirements.
- Develop guidelines for derogations to contract templates and standard provisions.

- Ensure relevant coaching, training and support to the legal department and stakeholders to ensure contract quality is implemented and maintained, including training to the legal department and various business units and centers of excellence to increase contract management proficiency, process efficiency and risk management.
- Act as a resource person for members of the legal department with respect to contract quality such as contract related advice/guidance and advice on deviations to contract guidelines.

## QUALIFICATIONS

- Member of the Quebec Bar or Ontario Bar
- Bachelor's degree, faculty of law
- 10+ years' experience practicing corporate/commercial law in a law firm or in-house; a combination of experience practicing at a top tier firm and in-house considered an asset.
- Outstanding interpersonal, verbal and written communication skills in English and in French and ability to work collaboratively with and influence others.
- Strong knowledge of corporate/commercial law; knowledge of or experience in the biotech/pharmaceutical industry is considered an asset.
- Passion for legal drafting, and analysis, with uncompromising attention to detail
- Ability to work with frequent interruptions, manage a large portfolio and variety of projects and adapt to constant changing priorities.
- Commitment to knowledge-sharing and teamwork
- Ability to compile and analyze data and furnish concise, tailored and vulgarized advice.
- Resourceful and self-motivated to learn and challenge the status quo.
- Possess sound business and legal judgment.
- Good conflict management and negotiation skills
- Maintain the highest standards of ethics and professional integrity.
- Exhibit initiative and assertiveness including the ability to work with minimal supervision.
- Proficiency in Microsoft Office, especially Word and Excel

## CONTACT INFORMATION

Please forward your CV/résumé, in confidence, to SHORE & Associates:

Marie Wong: mwong@shoreassoc.com – 514-878-2624

Michel Ohayon: mohayon@shoreassoc.com – 514-878-4777

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