

## LEGAL COUNSEL

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**Company:** CN

**Location:** Montreal (hybrid)

CN is a world-class transportation leader and trade-enabler. Essential to the economy, to the customers, and to the communities it serves, CN safely transports more than 300 million tons of natural resources, manufactured products, and finished goods throughout North America every year. As the only railroad connecting Canada's Eastern and Western coasts with the Southern tip of the U.S. through a 19,500 mile rail network, CN and its affiliates have been contributing to community prosperity and sustainable trade since 1919. CN is committed to programs supporting social responsibility and environmental stewardship. CN works as ONE TEAM, focused on safety, sustainability and customers, providing operational and supply chain excellence to deliver results.

### SUMMARY

Reporting to the Senior Counsel – Commercial Affairs, the Legal Counsel is a newly created position responsible for the overview and output of the company's legal department with respect to commercial contracts in Canada and the U.S., with a particular focus on contracts for transportation services and rail operations, as provided by CN to its clients. Contract-related tasks include drafting and reviewing agreements, negotiating, and making recommendations to the Senior Counsel as well as to the sales and marketing teams.

### ROLES AND RESPONSIBILITIES

Most of the Legal Counsel's time will be spent on commercial and contract matters:

- Draft, review, negotiate and close contracts, with a focus on sales contracts for rail services, taking into consideration regulatory requirements for rail transportation contracts
- Develop and maintain contract templates, clauses and guidelines to ensure consistent quality and alignment with organizational requirements
- Assess potential risks and make recommendations to internal clients
- Ensure that contracts comply with established CN policies and guidelines
- Ensure alignment between legal requirements and the company's business needs

### QUALIFICATIONS

- Member of the Bar in a Canadian province or territory
- 5+ years of relevant experience in corporate and business law in a large company or top-tier law firm
- Strong analytical ability, attention to detail and interpersonal skills

- Pragmatic judgment, particularly in determining the significance of legal matters and effectively balancing legal and business imperatives
- Effective organizational skills in order to prioritize and manage multiple time-sensitive projects simultaneously
- Excellent written and oral communication skills, with ability to synthesize complex legal issues to make them accessible to a variety of internal clients
- Ability to interface and communicate effectively with management and colleagues in English and French

## **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.***

