

Job Description – Senior Commercial Attorney

modCounsel is a better model for growth companies to engage legal services. Our mission is to bring the capability of an enterprise legal function to fast scaling teams. From contract review, to corporate and regulatory, and transformational projects with legal operations, modCounsel delivers impact to its clients from day one. We are a minority owned and operated company seeking talent who shares our commitment to creating a healthier work environment for everyone.

Our Ideal Candidate

Your professional brand is to help companies achieve both their commercial and business objectives. You have extensive experience building out commercial contract programs, and managing a team of global commercial negotiators and specialists to ensure efficient and seamless contract negotiations, enabling your clients' business to focus on its core competencies. You are a trusted advisor for complex commercial negotiations, and clients trust your judgment and approach. You are a wise mentor to your team, allowing them to grow and learn, and together you endeavor to continue improving upon yourselves in service to the client.

How You Will Make Your Impact

- Deep knowledge and understanding of US and global regulations applicable to a global commercial practice
- Monitor and develop client guidance in global commercial trends
- History of developing strategic relationships with a variety of business units to operationalize and sustain commercial programs
- Develop working relationships with relevant members of the commercial law community, regulators, and industry groups
- Participate in the development of thought leadership, tools, and templates for consumption by the broader legal community
- Work with a global team of internal and external legal professionals to support relevant client needs
- Support internal programs, initiatives and technology necessary to meet firm objectives

Attributes of Success in this Role

- Service minded advisor who approaches their practice with both confidence and empathy
- Skilled at designing and building commercial programs from scratch or remediating current programs
- Well-networked and respected as an industry leader
- Ability to leverage network and connections to grow modCounsel's client base
- Excellent time management, analysis, and counseling skills
- Take initiative to drive value for clients using resources across the entire firm or with external partnerships with minimal supervision
- Design solutions around what will deliver the highest client value at a fair price
- Your team and your clients cite you as a model representative of our company values

Minimum Requirements

- Minimum 10 years of advising legal departments and growth business of all sizes and industries in commercial matters
- J.D. with active bar membership in any U.S. jurisdiction with a preference for CA, NY or DC
- Exceptional ability to develop trusted relationships with clients, partners and prospects
- Experience leading global teams across North America, Europe and Asia
- Strong interpersonal skills, team-oriented attitude, and superior attention to detail
- Technology-savvy skills proficient in both Google and Microsoft applications

Location: US-remote

Reports to: Executive Managing Director

Compensation: \$240,000-\$265,000 annual base with annual bonus and long-term incentive targets

Benefits: Medical, Dental, Vision, 401(k)