

Job Specification - Commercial Associate

Commercial Team

OVERVIEW:

Olswang LLP is a leading business law firm with a strong reputation for quality and innovation; our lawyers are renowned for understanding their clients' market and providing first class commercial and pragmatic advice.

Olswang is organised internally into 6 groups: Commercial, IP, Corporate, Finance, Real-Estate and Litigation and serves clients externally across a wide variety of sectors including Advertising and Marketing, Banking, Broadcasting, Film and Content Creation, Gambling, Internet and e-Commerce, Leisure, Life Sciences, Music, Publishing, Real Estate, Retail, Sport, Technology and Telecoms.

THE TEAM:

Olswang's Commercial group is organised into 7 overlapping focus groups, and this role would involve undertaking a wide spread of commercial work from each of the first 6 focus groups:

1. Technology and e-commerce
2. Outsourcing
3. Transactional IP
4. Networks and platforms
5. Content production and finance
6. Content distribution and exploitation, sports and gambling
7. Competition, EU and regulatory (not within this role - separate team of associates)

Each of these groups work closely with other team in the firm such as corporate, tax, employment to serve the needs of our clients.

The London team currently consists of fifteen partners, one 'of counsel', four legal directors, twenty five associates, a production unit paralegal and five trainees.

THE ROLE:

We have a vacancy for a mid-level associate based in our London office and who will undertake work as described above, working with all the partners in the group. Whilst media work

comprises part of this role, candidates will be expected to undertake a wide range of work including outsourcing and technology transactions.

KEY REQUIREMENTS:

- Ideal candidates will have at least 3 years' post-qualification relevant commercial experience gained from a highly ranked practice or team. Excellent academic record with a minimum of a 2.1 gained at degree level.
- An enthusiastic and engaged attitude and demonstrated interest to work with a market leading practice. Commitment to business development and building their own profile internally and externally.
- Ability to communicate with and understand the business needs of clients. Able to identify key commercial issues in complex documents or business transactions, communicate these succinctly to clients and to demonstrate creativity, imagination and a pragmatic approach in developing innovative solutions to client's business issues.
- Ability to handle client contact and take responsibility for matter management from the outset.
- Excellent people skills and a good, clear communication style. Effective team player - able to work effectively in an established, close-knit team. Good sense of humour