

Title: Corporate Counsel, Commercial Contracts

Job Description:

### **Basic Job Function**

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

### **Accountabilities**

- 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 Services business unit.
- Provide rapid, practical, business-oriented legal/commercial contract advice directly to business clients.
- Support business clients in negotiating price, 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 completion.
- Assist more senior attorneys and management in higher level matters, as needed.
- All other duties as assigned.

### **Qualifications**

- J.D. degree from an accredited law school required.
- Licensed to practice law in a US state or DC.
- 7+ years of relevant experience in a law firm and/or corporate legal department; in-house corporate legal department experience preferred.
- Excellent verbal and written communication skills.
- Experience in handling regulatory matters, including GLB, DPPA, FCRA and HIPAA is a plus.
- Services / Software Industry experience preferred.
- Analytical and research skills required.
- Business-oriented.
- Experience negotiating commercial contracts and other experience demonstrating ability to handle and close commercial and legal negotiations.
- 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 commercial agreements with minimal support from senior staff.
- Demonstrated ability to think and decide quickly, and to communicate legal issues and solutions clearly and concisely.

If interested please contact Alan Stewart at [alan.stewart@lexisnexis.com](mailto:alan.stewart@lexisnexis.com).