



Altria Client Services
Senior Counsel (Antitrust/Sales/Marketing)
Requisition # 17564BR

Altria Client Services' role is to provide high-quality services to the Altria family of companies. We are currently seeking a highly qualified **Senior Counsel** to join our Law Department.

This position is within the Law Department's Marketing and Sales Law Group, which provides legal counsel on distribution, sales, and marketing matters affecting Altria's tobacco operating companies' products. The selected candidate will provide strategic advice and transactional legal support on distribution, sales, marketing, and brand management. The position is located in the Richmond, VA, and reports to ALCS Assistant General Counsel.

As a Senior Counsel, your responsibilities will include:

- Advising the business on sales and distribution matters impacting its products, including terms and conditions of sales, agreements with direct customers, and merchandising agreements with retailers of tobacco products
- Counseling the business on developing various promotion and distribution concepts for its products while ensuring compliance with antitrust and competition laws, state minimum price laws, and other laws governing the sale and distribution of tobacco products
- Provide counseling and antitrust and compliance training to a large field sales organization, including providing direct advice, and developing and delivering training on antitrust and other compliance related topics
- Advising the business on marketing practices and advertising for various marketing channels, including age-restricted websites, direct mail, and at Point-of-Sale
- Assisting clients with ensuring legal compliance with relevant marketing laws, regulations, and other marketing legal requirements, including the federal Tobacco Control Act, the FTC advertising rules, state marketing and promotions laws, the Master Settlement Agreement, and the Company's Marketing Policies
- Reviewing proposed marketing initiatives, including marketing campaigns and promotions, direct mail copies and website marketing content
- Advising on proposed sweepstakes and contest rules
- Handling special projects as necessary

Specific Skills

- We are looking for candidates who have demonstrated outstanding abilities and legal experience in antitrust and competition law matters. DOJ, FTC or top law firm experience will be an important factor in evaluating candidates.
- Experience with FTC marketing compliance laws and regulations is helpful, but not required.

- The candidate must be highly capable of operating in a fast paced environment; must show strategic thinking and attention to detail; and must have strong organizational and communications skills.
- Qualified candidates should be able to handle multiple, conflicting priorities in a constantly changing environment, managing substantial workload and client expectations, and interacting with all management levels. The individual also must demonstrate reliability, good judgment, teamwork, time management, and effective legal research and writing skills.
- A law degree is required, with a solid record of academic achievement. The position requires between 5 and 10 years' experience in a law firm, corporate legal department, or federal or state government agency.
- Admission to a state bar is required.

At Altria Client Services, we recognize that our people are the reason we achieve our business goals. We believe in developing the leadership potential of our employees by providing them with opportunities for training, development and advancement.

Altria Group is a FORTUNE 200 company that owns the premier tobacco companies in the United States including Philip Morris USA, U.S. Smokeless Tobacco Company, John Middleton and Nu Mark. The companies' brands include Marlboro, Copenhagen, Skoal, Black & Mild, MarkTen and VERVE. Altria also owns Ste. Michelle Wine Estates, one of the country's top premium wine producers, and Philip Morris Capital Corporation, an investment company. Altria's mission is to own and develop financially disciplined businesses that are leaders in responsibly providing adult tobacco and wine consumers with superior branded products.

In addition to the opportunity to apply and develop your skills toward key business objectives, we offer an excellent compensation package including a competitive base salary, comprehensive health/vision/dental insurance, participation in our incentive compensation and deferred profit sharing programs, as well as a relocation assistance package.