



Job Description

Senior Commercial Solicitor (8+ PQE)
Bristol based

Are you currently an experienced commercial solicitor seeking a senior level opportunity or looking to progress your commercial career? We have a fantastic opportunity for a person to lead, and grow, our established commercial team of 5 solicitors who specialise in IP and technology and who maintain a full commercial caseload.

About Gregg Latchams:

Gregg Latchams offers a comprehensive range of legal services to businesses and individuals based around its Bristol and London offices.

The company is ambitious and progressive with strong vision and growth strategies and is recognised for its innovative approach to the development of legal practice.

As long established Bristol solicitors, with roots dating back to the 1690s, the company is large enough to be a key player in the marketplace whilst still maintaining a family feeling for employees.

Gregg Latchams is located in the centre of Bristol in Queen Square. The London office is based in Fitzhardinge Street, just a short walk from Oxford Street and within walking distance of Paddington station.

Gregg Latchams offers exciting opportunities to motivated individuals who share our vision. The company is looking to attract and retain the most talented people in the fields in which it specialises and to create an environment in which they can flourish personally and professionally and progress based on their contribution, commitment and merit.

The company is bringing a new way of looking at the client relationship through corporate work, where a broad perspective focussed on where value can best be added is encouraged and through commercial work where, under the firm's In House Lawyer service, lawyers are encouraged to take a pro-active and creative part in helping clients to address their holistic legal requirements.

About the role

This role is to lead on client work specifically within the Commercial and Tech team and supporting the Digital Media & Technology sector. In addition to assisting with general commercial matters, the individual will lead the practice area and advise on a broad range of commercial and technology based contracts and arrangements including:

- software development, hosting, licensing, reselling, maintenance and support agreements;

- hardware, OEM and VAR agreements;
- technology platform agreements, terms and conditions;
- procurement and outsourcing projects;
- franchising agreements;
- tech transfer arrangements;
- data protection law;
- general regulatory law;
- new app based tech companies and start ups; and
- IT and IP matters in the context of corporate transactions.

The Role:

- To lead the commercial team:
 - to define and deliver the team strategy
 - to provide supervision and technical expertise to junior lawyers
 - to retain existing clients through relationship management and and build a pipeline of new clients
 - to undertake business development activities to promote the services of the team
 - to create/maintain an industry profile as an expert in the field
- Manage own caseload and conduct of matters on behalf of clients in commercial law, technology law and related matters.
- Supporting the firm's In House Lawyer service activities.
- Proactively and creatively taking actions to support clients' business legal requirements.
- Maintaining and ensuring team compliance for orderly and up-to-date electronic files.
- Completing and monitoring time recording for self and the team to report regularly against targets.
- Building internal relationships to facilitate cross-referring of work and clients within the Company.
- Ensuring compliance is adhered to in all activities including Lexcel compliance.
- Financial control with particular regard to cash flow through collection of monies on account and billing procedures.
- To ensure the highest quality standards are maintained in the work undertaken of the team.

Company's Expectations:

- Developing an understanding of the organisational business plan and strategizing accordingly.
- Complying with the Company's policies in the undertaking of its duties and assisting the directors and staff in achieving a smooth and prompt throughput of work.
- Supporting the successful development of the Company in line with its overall objectives including client care.
- Participating in marketing activities and cross referral work whether on a firm wide, sector, departmental, team or office basis.

- Using and assisting in the development of relevant IT and case management systems for your team.
- Complying with the relevant Solicitors Accounts Rules and Solicitors Code of Conduct along with the Money laundering Regulations Firm/Solicitor Regulation Authority Guidance.
- Identifying and meeting your job related training and development.
- Any other matters reasonably required by the Directors.

Required:

- Qualified solicitor (expectation 8+ yrs qualified).
- Experience in Commercial Law: Technology and IP desirable.
- An excellent knowledge of contracts, research and drafting skills and a good working knowledge of relevant regulations.

Desirable:

- Knowledge of company and contract law with a track record of assisting M&A deals.
- Experience of complex, high-value IT procurement and/or outsourcing projects.

Skills Required:

- Demonstrable entrepreneurial flair and creative methodology.
- A confident approach and capability to deal with difficult situations, remaining robust under pressure.
- An enjoyment of being involved in marketing and business development activities.
- Ability to prioritise tasks and work to tight deadlines whilst always ensuring high standards of quality and accuracy.
- Smart in appearance and manner.
- Self-motivated and clear thinking and able to carry out case work accurately and with minimal supervision.
- Strong communication skills both written and oral at all levels with clients, staff and others.
- Ability to work within a team.
- Ability to work with minimal administrative assistance.

Equal opportunities

Gregg Latchams is committed to promoting diversity and inclusion within the firm. The company is committed to tackling all forms of discrimination and ensuring that our staff and everyone that we deal with is treated equally and fairly, and with dignity and respect.

How to apply

If you are interested in applying for this role, please contact Jennifer Bennett in the first instance by emailing jennifer.bennett@gregglatchams.com.