

## About Eversheds Sutherland

Eversheds Sutherland represents the combination of two firms with a shared culture, values and commitment to client service excellence. We are each known for our commercial awareness and industry knowledge and for providing innovative and tailored solutions for every client.

As a full service law practice, we act for the public and private sector across the UK, Europe, Middle East, Africa, Asia and the US providing legal advice to clients across the Company Commercial, Employment, Labour & Pensions, Litigation and Dispute Management, and Real Estate practices.

With **74 offices** across **35 countries** worldwide, we have become one of the largest law practices in the world and a great place to work and develop your career.

## The Group

Our Commercial practice works on complex, headline making deals across contracts, IT, outsourcing and privacy. The team offers substantial experience in negotiating and drafting agreements and creating relationships that enable businesses and public bodies to accomplish their commercial objectives. Having vast e-commerce experience within the multi-billion-dollar technology based environments of AI, cloud, automation, additive manufacturing and blockchain, we have worked on some of the largest outsourcing deals of the last few years.

## The Team

Our national Commercial Technology team has a growing practice advising across a number of areas, particularly major IT/system procurements and a range of outsourcing transactions but, increasingly around disruptive technology including Internet of Things, Connected, Automation and Additive Manufacturing (3D printing). These projects are largely high value and often with a major international focus. The team also undertakes a broader range of related work types, such as advising on contracts for the supply of equipment, software, cloud and other services. The Commercial Technology team has a superb list of clients including more than 10% of the FTSE 100.

## The Role

The Commercial Technology team is part of our Commercial Practice Group. We are actively recruiting for an experienced Commercial Technology Lawyer in any of our regional offices with a minimum of 5 years PQE.

## Key Responsibilities

This role involves:

- supervision and support - providing regular supervision and supporting and developing the junior members of the team - this will be a key part of the role and you should enjoy supporting and coaching team members in this way;
- client relationship management - actively engaging with clients to manage their relationships and workloads; leading on scoping work effectively, producing quotations and ensuring work is carried out profitably and properly supervised;
- co-ordinating with and providing advice to or obtaining advice from specialist colleagues such as real estate, corporate, employment, tax, privacy, competition, regulatory, litigation and IP; and
- business development initiatives, including contributing to pitches, delivering internal and external training, arranging client events and many softer BD initiatives including networking.

## Skills and Experience

We expect you to be able to demonstrate a detailed knowledge of Commercial Technology. You must be able to demonstrate strong drafting, analytical and negotiation skills, attention to detail and be able to understand the commercial impact of your advice when advising clients on technical matters of law.

In addition, you will be able to:

- build strong client relationships - working to get a full understanding of the client's needs and its business drivers from the outset and building a rapport with clients by questioning and exploring their requirements;
- project manage and communicate effectively at different levels and with clients (both legal and non-legal) and colleagues around the globe;
- effectively supervise - with experience in coaching and developing team members and providing regular feedback to aid learning and development;
- receive and be open to developing your own skills - working with partners where needed and receiving appropriate supervision from partners;
- manage a heavy workload and the competing demands of clients which arise from running a number of separate transactions at once;
- understand and take responsibility for matter profitability and manage your own financials and the financials of junior colleagues on matters you supervise; and
- initiate and lead business development activities (internal and external) and be self-starting in your approach to winning work.

You will possess strong technical skills, drafting skills and excellent academic qualifications. In addition, you will be able to demonstrate commercial acumen, exceptional organisational skills as well as a high attention to detail. You should be a team player, client focused and a good communicator with a strong practical approach to your workload. A commitment to delivering a high quality service is essential, as is the ability to juggle the demands of a heavy workload. You will provide a first rate client service both internally and externally. Typically, you will have a minimum of 5 years PQE to have gained the required breadth and depth of experience for this role.

*A band of PQE as advertised on a role does not preclude applications from those candidates that may have more or less PQE. Our intention is only to indicate a guideline as to how long we would expect a qualified lawyer to have practised so as to have gained the necessary skills for the role as described.*

## Diversity and Inclusion

At Eversheds Sutherland, we recognise that having diverse talent across our business brings many benefits, and we are committed to accessing a wide range of views and thinking in all that we do. A culture of inclusion, where each person feels able to be their true self at work and reach their full potential is key. We recognise that bringing together the perspectives of individuals of all backgrounds, life experiences, preferences and beliefs is critical if we are to serve our global client base, people and communities as a leading global legal practice.

Should you require any reasonable adjustments to enable participation in the recruitment process, please contact us so that we can discuss how best to assist.

We are open to considering flexible working options for our vacancies. Whilst we are not able to offer flexible working across all of our roles, many of our people work flexibly in some way, and we would encourage you to talk to us about this during the hiring process if you would like to explore further.

We are a LGBT+ inclusive employer and are Stonewall Corporate Champions.