



## Corporate & Commercial Partner/Senior Associate

Department: Corporate & Commercial  
Responsible to: Head of Corporate & Commercial

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Our Corporate & Commercial team has a pragmatic, no-nonsense approach to getting the best results for our clients. The Thackray Williams' name and the quality of our corporate service is gaining increasing awareness in the Southeast Region and London, as evidenced by the recent ranking of the Head of Department, Nick Gabay, in Band 1 of Chambers UK for Corporate/M&A for deals of £5m and above.

We are perfectly placed to provide our lawyers the platform necessary to win new clients through the provision of a high quality service whilst offering competitive pricing.

We have the capacity to handle substantial workloads and work to tight deadlines. Client service, nevertheless, remains at the heart of everything we do.

We are now looking for a driven Corporate & Commercial lawyer to help progress the rapid growth goals for the commercial side of the practice.

The ideal candidate will have a solid grounding in commercial law in particular, with expertise in IP/IT, banking & finance and/or other commercial law areas.

We expect the successful candidate to be energetic and enthusiastic with an entrepreneurial spirit. They should be a confident business developer with an ability to grow referral sources. They must have credible established referral relationships. A client following would be ideal, but is not a pre-requisite.

### Required knowledge and experience

As part of our Corporate & Commercial team this is a fee earning role requiring the confident delivery of transactional and advisory work.

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Bromley

London

Sevenoaks

West Wickham



The department is growing and is an integral part of the future plans for Thackray Williams. As such there will be a requirement to drive business development and marketing of the firm in line with the contents of the departmental plans.

The successful candidate will handle a variety of matters working with a diverse client base. The team advises on a full range of corporate and commercial work including:

- Mergers and Acquisitions – primarily private company transactions but the candidate may bring experience of public company transactions
- Corporate advisory (including corporate structure, governance, fundraising and investment structures)
- Banking and Finance
- Shareholders' Agreements and Articles of Association
- Share incentive schemes
- Joint Ventures
- Commercial Contracts
- Intellectual Property and Information Technology
- Partnerships and LLPs

### Main Responsibilities

- Deliver commercially astute advice to a range of clients from a broad spectrum of sectors
- Assist in marketing activities and maintain appropriate professional relationships with referrers and clients in an effort to secure new business
- Convert prospects into clients
- Promote the firm's core values and branding

### Person Specification

- Qualified Solicitor with a minimum of 2 years PQE
- Experience in a broad range of corporate and/or commercial matters (ideally with expertise in banking & finance, IP/IT and/or other commercial law areas, but not a pre-requisite)
- We can be flexible on which office the candidate is based in, although the candidate should be willing to spend at least one day a week in the Sevenoaks office
- Ability to relate to clients at all levels and demonstrate excellent levels of client care
- Good team player with collegiate and collaborative approach
- Excellent communication skills



- Ability to forge and develop business relationships with an enthusiasm for networking and business development face to face and using social media
- The ideal candidate will have already developed ongoing relationships with third party referrers.
- Commercial acumen and appreciation of financial fundamentals
- Genuine desire to be involved in the future growth plans for the firm

### Core Competencies

The firm has a comprehensive set of core competencies that represent the behaviours we require from all staff within the firm. Incorporated within this framework are our core values of:

- Honesty and integrity
  - Open to change
  - Pursuit of excellence
  - Support of others
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