



# GOODWOOD

## The Role

**The Commercial Contracts Solicitor** role will provide support for the Commercial and Partnership Management Teams and report to the Head of Legal

## About us

At Goodwood, we celebrate our 300 year history as a quintessentially English Estate, in modern and authentic ways delivering extraordinary and engaging experiences. Our setting, 12,000 acres of West Sussex countryside, and our story both play significant roles in Goodwood's success. What really sets us apart is our people. It is their passion, enthusiasm and belief in the many things we do that makes us a unique, luxury brand.

## Passionate People

It takes a certain sort of person with the right positive attitude to flourish in such a fast-paced, multi-dimensional environment like Goodwood. We look for talented, self-motivated and enthusiastic individuals who will be able to share our passion for providing the “**world's leading luxury experience.**”

## Our Values

### The Real Thing

We employ meticulous attention to detail to create experiences, as they should be. We are honest and open.

### Daring Do

We don't mind breaking the rules to create the best possible experiences. We will take tough decisions

### Obsession for Perfection

It's a team thing – everybody mucks in to make things happen. We're madly passionate about what we do

### Sheer Love of Life

We want to make everyone feel special by loving what we do.

We want to be the best place to work in the world.....

## Purpose of the role

Provision of legal support to the Procurement, Commercial and Partnership Management Teams, responsible for drafting, negotiating and completing all contracts with sponsors and partners.

## Key responsibilities

- Work alongside the Head of Legal providing legal support to the business on a range of legal and commercial matters delivering robust, clear commercial advice to the business
- Drafting, negotiating and reviewing sponsorship and commercial contracts;

- Providing legal advice on key strategic issues to the Commercial team;
- Develop and maintain a strategic approach to the timely and accurate completion of contracts which meet the teams' commercial objectives and timescales;
- Support work for group level procurement and supply contracts;
- Conducting legal research and taking on ad hoc projects for the global legal team as well as senior execs within the business.

### One Goodwood

- Contribute to One Goodwood through proactive "Champion" roles and projects, working collaboratively with specific departments to support Believable Path objectives and the long-term success of the company
- Ensure the team are proactively informing their Partners on everything Goodwood has to offer, outside the flagship events, to support the wider business

<b>Qualities you will possess</b>
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| <ul style="list-style-type: none"> <li>• Excellent attention to detail</li> <li>• Passion for what you do</li> <li>• Commercially minded</li> <li>• Enthusiastic and Self Motivated</li> <li>• Effective Communicator</li> <li>• Highly Organised</li> <li>• Calm under pressure</li> <li>• Ability to create a fun environment</li> <li>• Pragmatic and logical</li> </ul> | <ul style="list-style-type: none"> <li>• Self-Managing</li> <li>• Effective conflict resolution</li> <li>• Confident to make decisions and to stand by them</li> <li>• Good negotiation and influencing skills</li> <li>• Strategic Thinker</li> </ul> |
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<b>What do you need to be successful?</b>
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- Excellent communicator both written and verbal
- High degree of professionalism
- Demonstrates a strong ability to influence negotiation to deliver the right outcomes
- Ability to prioritise, organise and manage a diverse and complex workload and to work effectively under pressure
- High degree of computer literacy

Each role is assigned a level against our expected behaviour. The levels for this role are set out below.

BEHAVIOUR	LEVEL
Think Customer	
Communication & Trust	
Taking Personal Responsibility	
Encouraging Excellence & Commercial Success	
Working Together	