

Senior Commercial Contracts Attorney

Overview

Enterprise Holdings' Corporate Legal Group has an exciting opportunity for the position of **Senior Commercial Contracts Attorney**. The Senior Commercial Contracts Attorney will join a fast-paced team that negotiates, drafts and edits a variety of business critical commercial sales contracts and related documentation across all brands and business lines. The individual in this position will need to have the ability to assess business needs/requirements and determine the appropriate documentation necessary to meet those business needs, mitigate potential risks, and ensure compliance with applicable standards. This role will also provide guidance and analysis to business contacts in preparation for and during contract negotiations.

This is a fantastic role for a candidate looking to join a driven and dynamic team and develop their career in an industry-leading in-house legal function. With the convergence of mobility solutions, the advent of internet-connected vehicles and roll-out of alternative fuel and electric vehicles, we are at the forefront of an exciting transformation in traditional vehicle mobility. As the industry evolves, we'll be embracing new types of business that will require lawyers who are comfortable learning and advising on new areas and coming up with creative solutions to the issues of the day. We're looking for a lawyer that can think through problems, navigate the legal and regulatory environment and find ways to facilitate all this change. The selected individual must be collaborative, creative, efficient, personable and results-oriented – with outstanding oral and written communication abilities and the ability to work seamlessly in a fast-paced, team environment.

We deliver our legal services through highly matrixed, cross-departmental functional teams focused on particular specialties. The successful candidate will have the opportunity to collaborate with business stakeholders and colleagues in the Legal Group, in their areas of expertise, in Europe, the United Kingdom and the US, working on projects globally as part of these cross-departmental functional teams. The selected individual must be collaborative, creative, efficient, personable and results-oriented – with outstanding oral and written communication abilities and the ability to work seamlessly in a fast-paced, team environment.

This position is located at our corporate headquarters in St. Louis, MO.

Enterprise offers an excellent package with market-competitive pay, comprehensive healthcare packages, 401k matching & profit sharing, schedule flexibility, paid time off, and organizational growth potential.

Compensation decisions will be made based on factors that include but are not limited to experience, education, location and skill level

Company Overview

Enterprise Holdings Inc. is a leading provider of mobility solutions, owning and operating the Enterprise Rent-A-Car, National Car Rental and Alamo Rent A Car brands through its integrated global network of independent regional subsidiaries. Enterprise Holdings and its affiliates offer extensive car rental, carsharing, truck rental, fleet management, retail car sales, as well as travel management and other transportation services, to make travel easier and more convenient for customers.

Privately held by the Taylor family of St. Louis, Enterprise Holdings together with its affiliate Enterprise Fleet Management manages a diverse fleet of 2.1 million vehicles and accounted for nearly \$30 billion in revenue in fiscal year 2022 through a network of more than 10,000 fully-staffed neighborhood and airport rental locations in more than 90 countries and territories.

Responsibilities:

- Partner with internal stakeholders and other business partners on continual process improvements and guidelines
- Assume lead role in structuring, drafting, reviewing, and negotiating business-critical commercial sales contracts and related documentation and ensuring they properly protect the company's interests and objectives
- Clearly communicate or present (in writing or verbally) and advise decision makers on the risks and benefits of negotiating options and contractual provisions
- Create and update sales agreement templates and clause libraries to meet evolving business objectives, minimize friction and protect Enterprise Holdings' interests
- Collaborate with various internal departments supporting the Sales and Marketing functions (data privacy and security, risk management, human resources, etc) and incorporate feedback and recommendations into sales contracts and related documentation
- Identify, manage and assist in the resolution of legal issues in a manner consistent with the company's business philosophy and strategy, and in compliance with legal and regulatory requirements
- Manage and assist clients in a manner consistent with Enterprise Holdings' business philosophy and strategy, and in compliance with legal and regulatory requirements
- Prepare best practices and present training to various personnel throughout the organization
- Partner with assigned functional areas and operating units to help drive the Company's business model and execute its strategies

Equal Opportunity Employer/Disability/Veterans

Qualifications

Minimum:

- Juris doctorate from an accredited law school
- Five (5) or more years of relevant experience in a business law firm or in a corporate law department with a proven record of professional excellence and achievement
- Significant legal experience drafting, editing and negotiating commercial contracts
- Admission to at least one state Bar in the United States is required, with the ability to qualify with the Missouri state bar
- Intermediate level of proficiency with Microsoft Office Products (i.e. Excel, Word, PowerPoint, and Outlook)
- Must be authorized to work in the United States and not require work authorization sponsorship by our company for this position now or in the future

Preferred:

- Experience with data privacy and/or security contract provisions is a plus

Competency Based:

- High level of professionalism and integrity; strong ethical standards
- Collaborative skills set and work ethic
- An understanding and sensitivity to maintaining confidential information
- Strong time management and organizational skills
- Comfortable working independently or in a team and agility and judgment to balance multiple requests and competing priorities
- Outstanding interpersonal skills
- Superior verbal communication skills
- Excellent writing & drafting skills
- High level of attention to detail and process
- Effective team player