



GENERAL COUNSEL

Client Information

Our client is one of the leading full service lease providers of refrigerated trailers (including repair and maintenance services). The overall industry has been regaining momentum, and our client is well positioned in the marketplace for future growth. As one of the top three leasing companies in its niche market, it enjoys revenues in excess of \$70 million.

The organizational history is described as a "bottoms-up business", with revenues generated and customer relations established and nurtured at the branch level. Organizational assets are also managed at the branch operating level. The field organization is long serviced and committed. Morale is high and a key component for future competitive advantage.

This position is located in a quality-of-life suburb in Bergen County, New Jersey, and will provide a highly competitive salary package of base and incentive compensation, predicated on both individual accomplishment and business results.

Position Dimension & Key Responsibilities

The position will report directly to the President and will be responsible for reviewing and approving all contracts between our client and its customers. In addition, this individual will also assist with other legal matters (e.g. litigation and claims support and review of purchasing contracts).

This position requires a 'hands-on' attorney, who enjoys working with functional representatives and developing creative solutions to address transportation/business issues

- Supervise and monitor all contract initiation, development, and administration activities
- Review contracts and develop contract solutions to accommodate/balance customer and our clients' needs
- Understand functional/business issues and liaise effectively among different functional groups and third parties
- Oversee relationships with outside counsel and third party claims specialists (e.g. insurance litigation)
- Ability to handle functional/business issues (e.g. Financing, Real Estate, Insurance, Compliance, Environmental, and Credit & Collections)

Ideal Candidate Profile

- Demonstrated initiative and leadership skills
- Understanding of the transportation, logistics, and leasing marketplace preferred
- Ability make sound commercial decisions under tight time constraints
- Desire to be 'hands-on', work with line management, and be accessible to management for advice/counsel
- Approachable and pragmatic
- Team orientation – “roll up the sleeves” style
- Confident, analytical orientation, “observe and persuade” style
- Must possess strong written and oral communication skills
- An advocate of ideas and issues in a cooperative, non-bureaucratic fashion. An “influencer and catalyst for change”
- Ability to successfully implement recommendations and deliver on project due dates
- Enthusiastic
- Non-threatening style
- Promote ethical behavior within the organization
- Capacity to act as consultant, team leader and trainer
- Highly energized
- Must be viewed as a “knowledge source” for all legal issues
- Must be able to function effectively in an organization undergoing significant growth
- Must possess self-confidence, flexibility, intellectual curiosity, creativity and good business judgement. Must be personable, sensitive, energetic, an interdisciplinary team leader and strategic thinker with good instincts
- Pragmatic/problem solver

Education

- Minimal 7 to 10 years experience
- Juris Doctor degree