



## Senior Counsel CCC-8

The Senior Legal Counsel reports to the Vice-President, Legal Services, General Counsel and Corporate Secretary and is accountable for providing legal advice and services to all business lines within the Corporation to promote trade between Canada and other countries, and for providing strategic advice and services to the executive level to facilitate corporate planning, reporting and governance.

### Roles and Responsibilities

- Plan and provide legal services in support of project teams from any business line to complement, focus and facilitate their contracting and procurement activities.
- Enhance the Corporation's partnerships with federal government departments and support achievement of both public policy goals and corporate business targets through networking and collaboration with their program personnel.
- Support attainment of business development objectives by organizing and overseeing legal services and providing legal-related market analysis in new regions for CCC.
- Contribute to the Branch's service delivery excellence through provision of strategic advice to the Vice-President and other senior executives on business and management issues, and through contributions to strategic and annual corporate planning.
- Support achievement of corporate governance objectives through leadership in policy development, special projects, and contributions to working groups on corporate change initiatives.
- Support an increase in staff business capabilities and in the legal resource capacity through developing and delivering contract-related legal training and through standardizing contracting tools.

### Requirements

- Successful completion of a university degree in Law
- Member in good standing of a provincial Law Society and/or Bar Association
- Minimum 10 years of commercial and corporate law experience
- Extensive experience drafting, negotiating, interpreting and editing commercial contracts and other agreements in an international context
- Experience providing legal and strategic advice on, and participating in the development of, corporate and operational policies.
- Experience dealing with Central Agencies or equivalent business acumen.
- Extensive knowledge of the CCC business context, services and policies, and the principles of contract and risk management.
- Knowledge of international contracting practices would be of assistance.
- Extensive knowledge of the Canadian and American legal communities, Canadian industrial sectors, the international business milieu, and bilateral trade agreement.
- Knowledge of Canadian government trade initiatives.

- Knowledge of ethics, compliance and CSR in an international business setting would also be desirable.
- Extensive knowledge of methods and practices of communication, including negotiation techniques.
- Proficiency in both official languages is highly desirable.

### **Competencies**

- Extensive knowledge of theories, principles, and concepts of contract law in the Canadian and international fora; knowledge of the methods, techniques and practices of statutory interpretation, legal research, comparative legal analysis, legal problem solving and opinion writing; and the principles and practices involved in litigation and arbitration.
- Ability to work cohesively with other team members and is able to provide support as needed.
- Recognition as a consistent performer with strong interpersonal skills and ability to work with a range of clients.
- Understands the business and processes.
- Provides added value.
- Coaches others/resolves conflicts.