

Vacancies: Company Commercial Solicitors

- **Senior Commercial Solicitor – Cambridge**
- **1-3 PQE Commercial Solicitor – Bedford**

About Woodfines

Woodfines is a regional firm offering a comprehensive range of legal services across the “Growth Corridor” between Oxford and Cambridge. Originally, the firm was based in and around Bedford but over the years as part of its business strategy has expanded into both Cambridge and Milton Keynes through a mix of organic growth, merger and acquisition. It is now ideally positioned to benefit from the continued growth and development of the Growth Corridor.

Woodfines is a modern firm which is focused on becoming long-term business advisers and supporters to a wide range of businesses. The firm prides itself on providing practical solutions, being proactive and adding value to its clients. Woodfines delivers real value for money, allocating resources cost-effectively and being upfront in relation to costs. It has a modern and open approach to the practice of law; the firm’s IT facilities and its investment in technology provide effective support to transactions so that they progress as expeditiously as possible. Woodfines’ specialist teams of lawyers, enables them to provide a collaborative and comprehensive service to all their clients.

The firm is working to constantly improve and implement a corporate strategy focused on working smarter to ensure Woodfines can deliver effective and efficient services, whilst also maintaining a positive working environment for staff to thrive in. It recognises that at the heart of the firm’s culture is providing a fully supportive and positive working environment to enable healthy career progression, personal growth and development, whilst maintaining a relaxed and informal approach.

The Commercial Team

The Commercial department provides legal expertise extending to cover all areas of business and to clients ranging from sole traders to international corporations, charities to statutory bodies. The breadth of work undertaken varies enormously and as a result, no two days are the same with a healthy flow of repeat instructions, and general commercial advice interspersed with transactional matters.

We pride ourselves on developing long-term proactive relationships with our clients where we work to support their growth plans and ambitions from start-up, to developing the business and ultimate exit or realisation of enterprise value. Along the way, we inevitably become involved in day to day affairs of the business, those of its owners and their extended employees.

Our core area is advising the Owner-Managed SME market and tackling the commonly faced issues that these businesses face; whether in terms of succession, growth pains or more specific issues around ownership or generating value. We often are called in to be an objective voice to the business and to assist with the evolution and development of the business, as well as to advise on the challenges a business may face.

We advise across the full spectrum of business sectors, but hold specific expertise within the following areas:

- Road haulage
- Agricultural diversification and business structures
- Purchases and sales of businesses
- Joint ventures
- Collaboration agreements
- Shareholder agreements
- Public procurement regimes and outsourcing agreements.

Experience of the above would be helpful, and additionally, these areas can be developed as part of the overall role. Further commercial areas of expertise we are interested in include equity investments, commercial agreements and contracts, and banking and finance experience.

We work closely with legal specialists in employment, property, litigation and regulatory compliance and work as a holistic team for business. In days where competency of advice, documentation and approach is assumed by clients, we seek to continually add real value for the benefit of the business in terms of methods of cost saving on legal expenditure, alternative approaches, introduction to connections, and problem solving by non-conventional processes.

Our clients benefit from a Partner-led approach and a collaborative team who understand the importance of excellent communication and a practical commercial attitude to transactions. The Commercial team is positioned as a regional team, rather than being based in a single geographical location and we therefore work for clients across the region and on a wider basis. We increasingly work remotely or at client's premises, with visits to the office by clients becoming more of an exceptional event, and therefore work to actively maintain contact with client groups, work referrers and connections.

We tailor our services to the individual requirements of each client, forging a close working relationship and acquiring a full understanding of the demands of their particular business. We also have an extensive team of excellent lawyers and support staff who are able to deliver specialist assistance across our offices, allowing us to go the extra mile to support our clients.

The Roles

We are currently investing and expanding our Commercial team across our offices to reflect both the current workload requirements, but also the firm's regional ambitions for the future. Specific needs have been identified within the department as follows:

Cambridge: We require an experienced Senior Solicitor to lead transactions and our development of Commercial legal services from our Cambridge office, alongside the other business services offerings in that office.

Bedford: We are looking at for a Solicitor with 1 to 3 years PQE, who is committed to the vision that we have for servicing clients and their own personal development in a supportive environment.

Essentially, you should be a qualified solicitor with a broad mix of excellent commercial and corporate experience and someone that wishes to advance their career or develop specific niche areas. Equally, these roles would be an opportunity to candidates returning to the law after a career break who are looking for a supportive and understanding environment.

Ideally, you will have a detailed knowledge of a broad range of commercial and corporate areas, including transactional work and broad business advice and support. The successful applicant will be

someone who is dynamic, a strong team player, have excellent communication skills, and be able to use sound and professional judgment for problem solving and assessing commercial risk.

You will need:

- Strong drafting, research and negotiation skills
- Commercial acumen
- First-rate attention to detail
- Excellent communication and negotiation skills
- A strong client focus and desire to deliver service excellence
- Ability to work independently and use initiative
- Rounded IT skills
- Good business development skills

In return, we offer:

- Competitive Salary
- An excellent benefits package

You will benefit from career development and progression with a widening scope and exposure to different types of transactions and a broad range of clients with a wide variety of work. You will work in a modern office environment with parking in a central location, and we can offer flexible working hours and a generous pension scheme. We also offer a strong commitment to education, training and support, together with family-friendly working arrangements that will allow you to balance your work and home life.

If you would like to be part of a proactive, innovative and progressive organisation and feel you possess the relevant qualifications, skills and experience, then please do get in touch.

How to Apply

To apply, please send a CV and covering letter detailing your experience to Karen Jobbling at kjobbling@woodfines.co.uk