



TITLE OF JOB: General Counsel

LOCATION: Northern California

POSTED: April 2022

SUMMARY:

A large, sophisticated multi-unit, multi-state commercial real estate investment firm and restaurant franchisee company headquartered in Northern California requires an individual with significant relevant transactional commercial real estate experience, including acquisitions & dispositions, leasing agreements (landlord & tenant), financing & refinancing, legal due diligence, and drafting partnership agreements. The General Counsel will provide legal counsel to senior management on all commercial real estate transactions in a fast-paced, growth-focused environment.

RESPONSIBILITIES:

- Provides timely, collaborative and practical legal counsel to the organization on a wide variety of issues through close collaboration with its different business units.
- Prepare, review, negotiate and finalize legal agreements, including investment agreements, development agreements, leasing agreements, franchise agreements, and other relevant documents, with a strong attention to detail.
- Draft leases, purchase and sale agreements, letters of intent, deeds, etc. for commercial real estate transactions.
- Coordinate and direct the review, management and preparation of commercial leasing and acquisition documentation.
- Review Purchase and Sale Agreements, due diligence, monitor contingencies, review and prepare title objections, survey and environmental reviews, closing documents and wire transfers.
- Conduct closings and complete post-closing documentation and administration.
- Draft and review initial documentation, obtain approvals, modified documents as necessary and coordinated document execution.
- Draft partnership agreements.
- Work effectively with the accounting and finance teams to advise on legal and business issues.
- Support and provide guidance on national and state franchise matters.
- Ensure compliance with company policies, procedures and applicable laws.
- Manages and resolves legal issues pertaining to transactional, commercial, corporate and regulatory matters.
- Protects the company by establishing and recommending risk and compliance standards and expectations.
- Perform other general legal and/or business duties and functions as may be assigned or required by business needs.

REQUIREMENTS:

- JD degree. Legal experience with focus on transactional and commercial real estate. Experience with franchise law a plus.
- Significant experience with state and federal real estate laws, contract analysis and negotiation, drafting and negotiating contract terms, and employment law.
- Ability to identify critical business issues, to negotiate major contracts, to structure collaborative business enterprises, and to lead teams of internal executives and external professionals in business acquisition and divestiture transactions.
- Skilled at meeting strict deadlines under significant time pressure.
- Excellent organizational skills, attention to detail and ability to prioritize and work independently.
- Excellent verbal and written communication skills, the ability to negotiate and persuade, and a sound understanding of corporate and commercial law and general business practices.
- Highly organized and demonstrated ability to work effectively in multi-tasking environment with high volume workload.
- Ability to manage time and resources effectively and independently, and balance conflicting priorities.
- Maintains a high level of integrity, professionalism and strong attention to detail with the ability to assume



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greater responsibility as needed.

SALARY & BENEFITS: Competitive compensation for qualified candidates.

FOR POSITION REQUIREMENTS AND SPECIFICATIONS PLEASE CONTACT:

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Wray Executive Search shall provide equal employment opportunity to all qualified candidates, and will refer candidates without regard to race, color, religion, national origin, sex, age, disability, veteran candidates without regard to race, color, religion, national origin, sex, age, disability, veteran status or any other legally protected basis. Wray Executive Search shall comply with all applicable laws, rules and regulations in the performance of duties pursuant to this Agreement, including but not limited to, Title VII of the Civil Rights Act, the Age Discrimination in Employment Act, the Americans with Disabilities Act, and state and local anti-discrimination laws to the extent applicable.