



Company Commercial Solicitor 5-6 PQE

Practice Area	Commercial
Line Manager	Michael Budd – Partner and Head of Company Commercial
Hours	14.5 (2 Days)
Location	Hertford

About Longmores

Longmores is a progressive firm of specialist solicitors renowned for its professional yet personal service that has been advising businesses and individuals in Hertfordshire and across the country since 1819. All our solicitors and fee earners are specialists in their respective areas of law acting for a wide range of commercial, private and public sector clients.

We are ranked in The Legal 500, a leading legal directory, and hold many accreditations including Lexcel, Customer Service Excellence, Cyber Essentials+ and ISO9001. Collaboration is at the heart of everything we do. You will find us structured but not hierarchical with a friendly and supportive environment and a firm-wide team that works happily together. Everything we do is underpinned by our core values:

- Open and honest
- Working together
- Valuing people
- Taking pride in what we do

Find out more about the firm at www.longmores.law

About the Company Commercial team

Our company commercial practice area has a strong reputation both locally and further afield and collaborates with a wide network of other professionals in Hertfordshire and adjacent counties. Michael Budd, Partner and Head of Company Commercial has also been individually recommended for his expertise by the Legal 500 as being “very knowledgeable and practical in his approach.”

About the role

The purpose of the role is to join our busy team working on a range of commercial matters, as well as develop relationships with new clients and to be actively involved in business development. The successful candidate will work alongside the company commercial partner, a solicitor and supported by a secretary. The appointment will be between 5 and 6 years PQE level with broad commercial experience. The aim is for the successful applicant to join Longmores as soon as possible. The position represents a great opportunity for a solicitor to work alongside the Head of Department to assist in the development of the company and commercial offering and enhance the client base in that regard. You will naturally be enthusiastic and committed, able to take a flexible attitude to work and keen to contribute to the growth of the firm. Experience of commercial contract work is a further advantage. A strong commitment to working in Hertfordshire and adjacent counties is desirable. A natural 'self-starter', the candidate should also feel comfortable in a range of business development activities. There is no requirement for a following for this position.

In addition to the caseload the successful candidate will be expected to be actively involved in business development including presenting of seminars, writing articles and blogs, networking within the business community, and with key referrers primarily in Hertfordshire and London.

Skills, experience and qualifications

- A qualified and practising solicitor with 5-6 years PQE in commercial contracts
- Strong academic record
- Part-time position
- Knowledge and practical experience of commercial work.
- Experience of and a real interest in business development.
- Excellent interpersonal skills, an ability to develop a relationship of trust with clients and colleagues alike
- Ability to draft letters to a high standard and with attention to detail
- Meet with clients without supervision to take instructions and advise on matters
- Present seminars and workshops on topics within your area of practice to existing and prospective clients
- Track record of achieving career, financial (including fee targets) and business development goals
- Great enthusiasm to engage in networking and business development.
- Commercially minded
- Strong organisational skills and verbal communicator
- Ability to demonstrate empathy and understanding of clients' needs
- Ability to use initiative to seek opportunities to raise the firm's profile and to recognise new business opportunities
- Ability to deal with a large volume of work, managing conflicting priorities whilst ensuring that every job is handled with the highest levels of accuracy and care
- An effective team player, combined with an ability to work under own initiative
- Well-developed IT skills including Microsoft Office and use of an integrated Case Management system

About the person

- A team player who is looking for a long-term future with a progressive, well-regarded firm
- Driving licence and access to own car
- Willing to work long hours when necessary

How to apply

Please email Su Turley, Head of Operations, at su.turley@longmores.law with your CV and a covering message explaining your interest in the role.