WME
Legal & Business Affairs Executive (Counsel)

WME seeks a talented and highly motivated lawyer to join its legal and business affairs team, primarily supporting the agency’s Brand Partnerships division.

Responsibilities
- Reviewing, redlining and negotiating a high volume of contracts under tight deadlines, including endorsement, appearance, license and other image-rights and personal-services agreements, primarily for talent clients
- Acting as an entrepreneurial business partner and providing actionable guidance to agents, while working collaboratively and inclusively with other executives
- Advising internally on business and legal issues, including questions of contract interpretation, dispute resolution and compliance matters
- Implementing and refining systems for information sharing and document management
- Fostering positive long-term relationships with the agency’s clients and customers

Qualifications
- Admitted attorney (NY or CA) with 4-10 years of transactional legal/business affairs experience, ideally with at least 2 at a firm, and at least 2 focusing on endorsement contracts in-house or at an entertainment law firm
- Familiarity with SAG-AFTRA commercials contract and FTC endorsement guidelines
- Outstanding drafting, negotiation, analytical and organizational skills
- Excellent interpersonal and communication skills, including the ability to interact with a range of personalities and styles in a dynamic, fast-paced environment
- Sound judgment, a curious mind, a strong work ethic, and a creative but practical and business-friendly approach to problem solving
- Grit, tenacity and flexibility