



EUROPEAN CLUB ASSOCIATION

HEART
OF
FOOTBALL

POSITION DESCRIPTION

COMMERCIAL LEGAL COUNSEL



COMMERCIAL LEGAL COUNSEL

Reporting to: General Counsel

MISSION

You will be responsible for managing the commercial legal activities of the ECA legal department, which forms part of the wider Stakeholder Affairs and Legal division. Your mission will be to elevate ECA's capabilities in relation to a wide range of commercial legal matters, both internally as well as externally in representation of its Member Clubs.

You will already have a detailed understanding of the changing global sports landscape (sporting and business aspects) and demonstrable insight into the operational and commercial value drivers of media and sports rights. You also have an understanding of the key aspects of a wide range of industry-related topics, including governance, (i.e. who decides what), regulatory (e.g. key instruments such as UEFA FFP) and sporting (e.g. match calendar, access to competitions and distribution).

You will be experienced and comfortable in analysing and drafting contracts on commercial topics within sports, for example and including intellectual property rights, broadcasting and sponsorship agreements, sports betting, data and agency agreements of various kinds.

You must be a team player and thrive on a collaborative approach to work. You will be a well presented, exceptionally organised individual with first class written and verbal communication skills. You will be a great listener and a strategic thinker, politically aware, comfortable with working directly with senior people in the football industry. Your colleagues and counterparties will see you as a credible, reliable and trustworthy individual.

SUMMARY

- ECA is developing and growing its team to ensure it constantly enhances and improves the delivery of value in its activities and services for its member clubs
- ECA is hiring a Commercial Legal Counsel, as part of the Stakeholder Affairs and Legal division and reporting to the General Counsel, to enhance the capabilities of the ECA legal division on commercial matters
- The Commercial Legal Counsel is a newly created position and will play a key role in ensuring that ECA has the necessary internal resources to handle the transactional work that ECA is involved in, either as a party to commercial agreements or as representative of the interests of European clubs
- The role is based at ECA's offices in Nyon, Switzerland and includes frequent international travel

ABOUT ECA

- ECA is the sole, independent body directly representing football clubs at European level
- ECA represents the interests of 246 professional football clubs from across Europe, clubs that regularly compete in UEFA Club Competitions
- As the representative voice of European club football on the international football landscape, ECA's core purpose is to place clubs at the Heart of Football
- ECA has embarked upon a strategic delivery programme at the start of 2020 to set and achieve key goals across a range of areas of vital importance to the association, shaping the future of club football in Europe across sporting, governance, commercial, regulatory, organisational, developmental and societal aspects
- Since its foundation in 2008, ECA has grown from 137 member clubs to 246 today, representing 55 different national associations
- ECA is chaired by Andrea Agnelli, Chairman of Juventus, since his election in September 2017
- As an organisation, ECA has a growing team, currently around 20 people, and is on a mission of organisational growth and development, targeting a performance-driven culture, delivering high impact outcomes for the administration and its member clubs
- ECA is fully committed to providing a culture of equal opportunity and diversity in its workplace

MAIN RESPONSIBILITIES

Working closely with the General Counsel, this position will have key responsibility for three main areas of commercial activity: (a) guaranteeing that all commercial transactions to which ECA is directly a party adequately protect the organisation's interests and comply with all applicable laws and regulations; (b) ensuring that the rights and interests of ECA Member Clubs are protected in the context of the establishment and exploitation of commercial programmes by international competition organisers (e.g. club competitions organized by UEFA and/or FIFA); and (c) assist ECA Member Clubs in commercial legal matters that may be relevant in the context of their operational activities.

The role will involve:

- Drafting & negotiating various types of commercial contracts with suppliers
- Examine the legal issues related to new products and services
- Providing legal advice (to ECA, but also to ECA Member clubs) in connection with various commercial agreements, including media rights agreements, sponsorship agreements and image rights agreements
- Providing legal advice in connection with regulatory and compliance matters involving commercial components
- Developing institutional positions and policies on the protection of intellectual property rights, notably around broadcasting piracy matters

- Developing, building and maintaining strong relationships with key industry stakeholders, such as FIFA, UEFA, the European Leagues and other business partners

SKILLS AND EXPERIENCE

- Professional qualification to practice law
- At least 5 years relevant post-qualification experience
- Experience of reviewing and drafting sports rights agreements
- Good understanding of IP and competition law issues
- A natural affinity in working with senior business leaders with proactivity and empathy
- Highly structured in analytical thinking and a great communicator verbally and on paper
- A particular affinity with football and an understanding of the European Club football ecosystem
- A collaborator who is team focused and works with respect for colleagues
- A global citizen who is comfortable operating within a truly international environment
- Hard working and determined to overcome barriers to success
- Track record of working under pressure to tight deadlines
- Diplomatic and with the ability to build working relationships with member clubs from across the entire base of ECA membership
- Credible, competent, well-presented and emotionally secure
- Language skills: Fluent in spoken and written English. Additional language skills would be advantageous

You are invited to send your CV and covering letter to Greta Bodino, Director of Staff and Operations, at jobs@ecaeurope.com.



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