

Position Description

Commercial Counsel



BUSINESS UNIT	Legal
REGION	Global
REPORTS TO	General Counsel
DIRECT REPORTS	N/A

About Energy Exemplar

Energy Exemplar is the global market leader in the technology of optimization-based energy market simulation. Our software suite, headlined by PLEXOS and Aurora, is used across every region of the world for a wide range of applications, from short-term analysis to long-term planning studies.

Driven by the frenetic pace of advancements in computing technology and mathematical algorithms, our people continually think of novel approaches and more realistic simulations that enhance decision making, create market opportunities that benefit us all and enable utilities and regulatory authorities to become smarter, more energy efficient and profitable.

Energy Exemplar continues to 'push the envelope', being first-to-market with the latest advances in mathematical programming and energy market simulation theory, as it strives to offer the most comprehensive simulation software to its customer base. Development continues to be headquartered in Adelaide, South Australia, led by Glenn Drayton and backed by a team with expertise in software development, operations research, economics, mathematics, statistics, and electrical engineering.

Our Core Values

CUSTOMER SUCCESS

- Solve the problems that matter
- Deliver solutions that drive outcomes
- Customers' success drives our business success.

ONE GLOBAL TEAM

- A place where everyone can do their best work
- Passionate about making a positive impact
- Collaborate, communicate and act as one team

INTEGRITY & OWNERSHIP

- Take ownership and be accountable for outcomes
- Value spirited debate then align behind decisions
- Operate at the highest standards

INNOVATION EXCELLENCE

- Frontrunners – relentlessly pursuing innovation and excellence
- Foster idea generation at all levels
- Create the future by pushing the boundaries of today

About the Role

The Commercial Counsel position is the first point of contact for legal matters in Energy Exemplar's Asia Pacific (APAC) Region. The role works closely with, and reports directly to, the company's General Counsel and is responsible for contracting strategy for the APAC region. The Commercial Counsel has responsibility for negotiating, drafting and advising sales, operations and other internal stakeholders with respect to all aspects of software license, cloud services, professional services contracts, vendor agreements, and other legal matters that arise in the region. This position provides a great opportunity to build the legal function in the APAC region and to interface with leadership across departments in a fast-growing company and in a high-paced environment.

Key Accountabilities and Duties

General Legal	<ul style="list-style-type: none"> • Serve as a first point of contact for most legal matters that arise in the APAC region and partner with the General Counsel and outside legal counsel to provide excellent client service.
Contract Negotiation	<ul style="list-style-type: none"> • Partner with Regional Sales Leaders and account executives in negotiating company's customer contracts, including license, cloud services, and professional services arrangements • Serve as lead regional legal contact for customer negotiations; draft or oversee drafting of customer contracts; advise the APAC contracting team regarding contract negotiation matters. • Advise sales and services teams regarding customer contract interpretation and assist with contract dispute resolution. • Work with third-party legal and sales teams to address trends in contract negotiations and recurring contracting challenges in order to enhance contracting strategies and techniques. • Establish and maintain a contracts database and standard contract templates. • Manage engagement with external legal counsel for negotiating country-specific terms and agreements
Compliance	<ul style="list-style-type: none"> • Manage OFAC, FCPA, UK Bribery Act and other regulatory compliance programs • Maintain a working knowledge of data protection laws & regulations.

Required Knowledge, Skills and Experience

KNOWLEDGE AND SKILLS	
Ability to work independently and provide business oriented legal advice.	
Interface with other key company functions, sales, finance and accounting, information technology, professional services and software support.	E

KNOWLEDGE AND SKILLS	
Experience developing, implementing and monitoring compliance with FCPA, UK Bribery Act, OFAC and other compliance regimes around the globe	D
Strong writing (including contract drafting) and oral communications skills	E
Analytical thinking	E
Global perspective of business environments and technology	E
Strong relationship management	E
Strong organizational and time management skills	E
EDUCATION AND EXPERIENCE	
J.D. or equivalent legal degree.	E
Licensed to practice law in at least one of the following jurisdictions: United States, Australia, or Singapore.	
3-5 years of legal experiences either in private practice or and an international company.	E

Key Stakeholder Relationships

This role works collaboratively with all Energy Exemplar staff, particularly:

Global Legal Team

Global Finance Team

Senior Vice President - APAC

Sales Executives –APAC

Account Management –APAC