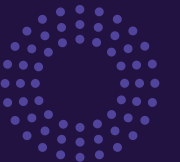




HOWARD KENNEDY

Your straightforward guide to working at Howard Kennedy

Senior Associate – Real Estate, Commercial Development



Welcome message

There's something special about Howard Kennedy.

We can sum it up in a single word: Straightforward.

The market evolves constantly, as do our clients' needs. We must always be ready to meet these changing demands. Our clients are after a lot more than sound advice. They want experts who bring clarity to daunting challenges in areas. It's people who matter most to them – they look for someone they can work closely with, who understands their business and who is there for the long haul.

That's why it's important that people that come and work for us, and the same vision and values.

As a law firm we aim to provide straightforward legal advice to our clients in a world of uncertainty, and to be a place where people thrive and our values prevail.



Craig Emden

Managing Partner

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About us

We are a London based, full-service law firm, specialising in providing straightforward advice to entrepreneurial businesses and individuals on domestic and international matters. With over 150 lawyers in one location, we ensure our clients have the right team to help them get from where they are to where they want to be.

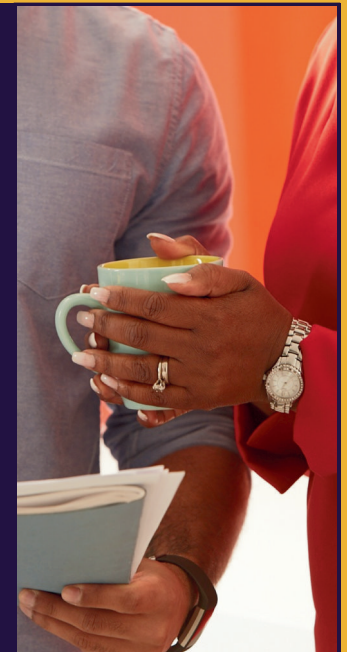
We advise major corporates and institutions as well as entrepreneurial, ambitious enterprises which are often privately or family owned, or private equity backed. As well as our significant business law capability, we are one of only a few London-based law firms with a large private wealth offering. Our clients find our straightforward approach a compelling alternative to larger, less personal firms.

Our values

Our values act as a built-in compass, guiding us in the way we behave, the things we say and the decisions we make.

Talk straight
Think smart
Be yourself

They point us in the right direction so that we can keep our firm's promise and grow our business.



Howard Kennedy at a glance

We have over 150 lawyers operating out of a single London office so we can be agile and responsive in our decision making and more collaborative in our working style.

375+

People

150+

Lawyers

55+

Partners

At least a quarter of our revenue comes from outside the UK. Our clients' needs often have an international component and the requirement is growing.

25%

International work

70+

Countries

2

International legal networks

Sectors and services

We are a full-service firm organised into 17 legal service teams and a focus on seven key sectors.

- Energy
- Investment Funds
- Media & Entertainment
- Private Wealth
- Real Estate
- Retail & Leisure
- Sport

£56.9m

2020/2021 revenue





Why Howard Kennedy

Work practices

We are a modern employer and strive to continually strengthen our inclusive, values driven culture to create a place where we belong and feel respected. The wellbeing of our people is of top priority and our strategy includes a focus on the physical, psychological, financial and relational wellbeing.

Training and development

Our aim is to provide the opportunities for our people to be the best they can be, to drive change and to meet our strategic objectives. There are established career frameworks in place for both lawyers and support services. We also run a top talent programme for both legal professionals and our business services teams. These are designed to enable our top performers to achieve their potential and ensure succession for key roles within the firm.

Responsible business

All businesses impact the world in which they operate in some way. While we have been undertaking a range of initiatives to encourage the positive and reduce the negative impact of everything we do for some time, we have recently formalised our approach. This was achieved through engaging with both internal and external stakeholders.

Wellbeing

The wellbeing of every employee at Howard Kennedy is important to us and the future of our business. This has been a particular focus for the management during the Coronavirus outbreak. The health needs of our people are supported through employer-funded private medical insurance, the Employee Assistance Programme, Occupational Health support and access to a 24/7 virtual GP service. We have also offered free and confidential counselling during the lockdowns.

Job description

THE ROLE

Our leading Real Estate practice comprises over 90 fee-earning legal staff and is the largest within the firm. Our advice extends to all stages of the real estate life cycle.

The Commercial Development team at Howard Kennedy handle all aspects of commercial property transactions, working with clients including private property companies, property funds, offshore private trusts and residential developers.

Some of the team's recent work includes;

- Disposal of a Student Accommodation portfolio consisting of 4 campuses. This was a corporate wrapper sale with a value of circa £200m.
- The acquisition of hotel site and subsequent sale following our client's successful planning application for development of the site for logistics sheds, with a value of circa £150m.
- The acquisition of adjacent sites in Southall and the onward sale to a Housing Association with planning, combined values of £47.5m.
- The acquisition and onward plot sales of a 55-unit residential scheme in Bushey.
- The acquisition and disposal of a development site in Brentford with combined value of £62m.

We are looking for an experienced Senior Associate to join the team. This is an excellent opportunity for candidates with commercial property experience to continue developing your career, working side-by-side with our Partners and other fee earners, managing and developing client relationships.

Job title: Senior Associate

Position Type: Permanent

Benefits:

- Competitive salary
- 25 days annual holiday
- Permanent Health Insurance
- Life Assurance
- Interest free Season Ticket Loan
- Private Healthcare
- Pension Scheme
- Staff Introductory Scheme
- Employee Assistance Programme
- Hybrid working

ROLE RESPONSIBILITY

Undertaking a wide variety of work including;

- Site acquisitions (unconditional and conditional on planning etc) and disposals (including sub-sales).
- Dealing with property aspects of financing transactions, including CLLS certificates.
- Landlord and Tenant transactions for developers (agreements for lease and leases conditional on building out).
- Options and overage agreements.
- Development agreements.
- Promotion agreements.
- The ability to draft complex documentation, identifying and analysing all legal and commercial issues.
- Acting as a trusted adviser to the clients through demonstrating and applying a thorough understanding of the associated risks.
- Working with the wider Real Estate department on development transactions in particular the corporate real estate, construction, tax, planning and property litigation teams.
- Responsibility for participating in business development and client relationship management activities.
- Assisting and mentoring more junior members of the team including Trainees and Paralegals.

ABOUT YOU

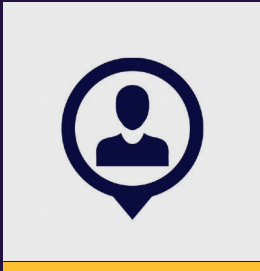
Ideally you will be able to demonstrate;

- Interest in and significant post qualification experience of Commercial real estate and the type of work outlined.
- Sound judgement with the ability to deal with complex technical problems.
- A commercial approach to problem solving and providing innovative solutions.
- The ability to manage and prioritise effectively.
- A confident and effective communication style.
- The ability to supervise and mentor less experienced members of the team, with a focus on their ongoing development.
- The ability to work collaboratively with others to provide a quality service to both internal and external clients.
- Excellent business development and client relationship management skills.
- Strong organisation skills.
- Thoroughness and attention to detail.
- The ability to build relationships with clients and colleagues at all levels.

Want to know more?

People are the key to our success, so it's important that we can attract and retain the very best. As well as being driven to deliver the very best client experience, you'll also need to be someone who lives our values. We want you to help us shape our future.

If you'd like to know more about this role please get in touch with the contact listed below.



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