



Sports, Media, & Entertainment's Top Talent Recruiter since 1996



COMPANY : SPECTRA

TITLE : DEPUTY GENERAL COUNSEL

REPORTS TO : GENERAL COUNSEL

PROCESS : SUBMIT RESUME TO WWW.TURNKEYZRG.COM

Background:

Spectra is an industry-leading hospitality firm with proven expertise in providing service to the top sports and entertainment venues across North America. With more than 300 client properties, including stadiums, arenas, convention centers, performing arts centers and casinos, Spectra provides customized solutions to every aspect of the live event experience. Spectra transforms events into great experiences through creative entrepreneurship and innovative techniques. Through an expansive scope of integrated services and marketing expertise, Spectra provides partners with the best resources to generate revenue for its clients while delivering best in class customer service. Spectra offers clients access to a network of integrated services that unlocks incremental value through three primary areas: Venue Management, Food Services & Hospitality, and Partnerships.

Venue Management

Spectra Venue Management services begin with a firm commitment to enrich the communities we serve. From that starting point, the experienced Spectra team delivers customized solutions and game-changing efficiencies that instill operational excellence and a seamless experience for customers and guests. Spectra's expertise provides diverse event content, proficient facility operations, financial returns and engaging marketing strategies for every venue



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it manages.

Food Services & Hospitality

Spectra's award-winning culinary experts craft delicious food designed to surprise and delight guests. Its solution-oriented approach blends innovative techniques and exceptional service to elevate the live event experience and drive profitability for its clients. Spectra regularly partners with locally-sourced suppliers and popular eateries unique to each market to feature fresh, high quality ingredients and signature dishes. Spectra goes beyond the menu to provide a full range of culinary services to benefit its clients and guests.

Partnerships

Spectra Partnerships is a leader in sales representation, strategic consulting, and analytics for sports and entertainment properties across North America. Their experienced sales team drives revenue for clients and their properties via the marketing and sale of naming rights, corporate partnerships, advertising, premium seating, and hospitality.

The experts in hosting and entertainment, Spectra provides clients access to a network of partnerships and integrated services that infuse operational excellence, unlock incremental value and enhance the customer experience. Spectra prides itself on superior service, strong relationships and a client-focused approach that delivers innovative solutions across a wide range of sports and entertainment facilities, including arenas, stadiums, convention centers, performing arts centers, state fairs, casinos, cultural institutions, private events and much more.

**Any interested candidates should contact TurnkeyZRG directly.
Contacting Spectra will only delay consideration of your qualifications.**

Position Summary:

The Deputy General Counsel ("DGC") will be a member of the in-house legal team providing departmental support to the General Counsel in all of Spectra's legal affairs. The DGC will effectively advise on a variety of contract and corporate issues, including drafting and negotiating client contracts for each division and providing legal counsel to corporate and Spectra-managed venue partners. The DGC will proactively engage and serve as a true strategic partner to the rest of the organization, working together with various departments to find creative ways to "say yes" while expertly managing risk.

Duties and Responsibilities:

- Analyze, draft and negotiate, or oversee to completion various types of agreements including but not limited to client contracts for food and beverage and sponsorship and advertising rights, licenses, technology, payment



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processing, location agreements, vendor/supplier, subcontracts, team leases, marketing and promotional agreements.

- Support and counsel Spectra's corporate team, including its management, business development and operational teams, and provide legal advice for any issues related to the company's activities.
- Support and counsel Spectra-managed venues by responding to day-to-day contract and operating issues affecting such venues.
- Manage and oversee liquor licenses and liquor law issues, working with outside liquor counsel.
- Work cooperatively with Risk Management to mitigate legal risk to the company
- Identify and research legal issues that could impact the company and its activities.
- Aid in the management and resolution of disputes, litigation, and regulatory matters on as needed basis and work with outside counsel, as applicable.
- Efficiently manage department workflow and day to day tasks or assignments.
- Perform other related duties as requested.

Qualifications, Skills and Education Requirements:

- Juris Doctor (JD.) from a top-tier law school. Top 25% of class preferred
- 7+ years relevant legal experience with a highly regarded law firm and/or in-house legal department
- Experience in the contracted food and beverage industry or venue management industry preferred; experience in sports, entertainment and/or hospitality strongly preferred
- Superb oral and written communication skills, with a strong ability to draft and review legal documents, analyze complex issues and provide practical, business-oriented solutions
- Exceptionally organized, detail-oriented, and efficient
- Broad knowledge of general business, contract, and commercial law. Preferred experience and background on emerging laws such as CPRA, PCI Compliance, ADA requirements, etc.
- Strong interpersonal skills, including the ability to effectively communicate and offer legal counsel to all internal corporate departments and specific venues. Must be able to strike sensible and practical balance between legal risks and achievement of business objectives, and be able to formulate creative solutions to accomplish the company's goals
- Adept at working effectively in a fast-paced, high activity environment, and be able to prioritize and manage multiple projects and meet deadlines with consistently high-quality work product. Candidate must know when and how to escalate issues.
- Coupled with strong legal skills, the attorney must exhibit a strong sense of ethics, integrity, and sound judgment
- Ability to work effectively as part of a small, dedicated, productive and high-quality legal team



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- Ability to work independently with little supervision