

Specialist Legal Counsel – Hewlett Packard Financial Services

About the Company

HP Financial Services (HPFS) is HP's wholly owned leasing and financial services subsidiary. It is an asset management company featuring leasing that provides a full range of financial lifecycle management services, including transition, acquisition, management and disposition. The HPFS mission is to support and enhance HP's worldwide sales efforts by providing a broad range of financial services and asset management capabilities that positively impact HP's customer/partner relationships and enhance shareowner value as well as support and enhance HP's global product and service solutions, enabling customers worldwide to acquire complete IT solutions, including hardware, software and services.

HPFS maintains greater than \$8 Billion in assets, over \$2.6 Billion in annual revenue, and \$5.0 Billion in annual new volume. The organization also manages 1 Million units in secondary markets annually. In EMEA, Hewlett Packard International Bank (HPIB) is the main leasing vehicle of HPFS and is regulated by the Financial Regulator in Ireland. This means that HPFS is able to expand its range of financial programmes and constantly develop more flexible and innovative financial solutions within Europe.

Duties and Responsibilities:

The successful candidate will manage activities in the following areas:

- Review and negotiate local country specific/global lease and financing documents (leases, loans, Sale and Lease Back Agreements and other structures) and broad spectrum of ancillary documentation (i.e., Guarantees, Letters Of Comfort, Escrow Arrangements, Assignments, Addenda, etc.)
- Leverage and review HPFS standard and customer forms
- Provide critical support and guidance to sales, credit, pricing and portfolio management parts of business in structuring transactions prior to Credit Committee presentation
 - Create, update and amend, standardized forms and field negotiation guides to conform to business needs and evolving regulatory and market demands.
 - Liaise with HPFS external counsel where necessary.
 - Provide guidance and drafting for all offerings and other EMEA business initiatives
 - Litigation, Collections and Bankruptcy
 - Workouts/Pre-Litigation Dispute Resolution
 - Mid Term and End of Term Renewals, Buyouts and Related Matters/Documentation
 - Channel Partner Agreements
 - Review of Marketing Materials
- Train Sales, Operations, Credit and other Business Colleagues
- Create and draft policies regarding all aspects of business with legal implications
- In conjunction with business process teams, develop efficient and effective processes throughout the business
- Regulatory oversight
- Provide regular day to day guidance to all credit, operations and sales colleagues on a broad spectrum of legal questions and concerns, enhancing the Value Proposition
- Serve education role in familiarizing/explaining basic lease finance terms to customer counsel and external counsel, effectively becoming a critical part of the "sale" itself.
- Anti-Money Laundering training to business in applicable region

Experience/Qualifications:

The successful candidate is expected to possess the following qualifications:

- A third level degree
- A qualified solicitor in Ireland or United Kingdom or equivalent in civil law jurisdiction
- Strong substantive skills in Financial Services. Regulatory experience would be an advantage also.
- Understanding of complex regulations with an ability to communicate to business leaders and employees
- Ability to work seamlessly across multiple organizations within HP.
- Ability to communicate effectively, both verbally and in writing
- High energy, initiative, and creativity to identify candidates for contributions and specific projects.
- Positive attitude
- Ability to work with little supervision.
- Potential for people management (desired)