

## **Legal Counsel - Knoxville**

Scripps Networks Interactive is a global media company and the Leader in Lifestyle Media. Our power-house brands -- HGTV, DIY Network, Food Network, Cooking Channel, Travel Channel and Great American Country -- stimulate personal creativity, spark ingenuity and capture the joy of living richer and fuller lives. Whether remodeling a home, creating a meal or traveling the world, consumers know that life is celebrated on our channels. Join a company where committed, passionate people create some of the best loved and most respected brands in the business; brands that 170 million consumers connect with each month through unique, vibrant and engaging programming.

*Cook with Us. Travel with Us. Make Your Home with Us.*

Scripps Networks Interactive (SNI) is actively seeking a **Director, Business & Legal Affairs** in our Knoxville office location. The Director, Business & Legal Affairs will be a key member of the Scripps Networks Ad Sales, Marketing and Integration team, supporting the Ad Sales and Marketing groups for Food Network, Cooking Channel, HGTV, Travel Channel, DIY Network and Great American Country at the company's headquarters in Knoxville, TN. The principal focus of the role will be negotiating and drafting agreements for advertiser integrations, marketing partnerships, and commercial talent deals; reviewing and analyzing marketing materials, and providing advice and counsel to various business units across the company regarding marketing, advertising, consumer regulatory issues, as well as related business activities.

### **Duties and Responsibilities**

- Provides legal services and advice in the area of ad sales, marketing, integrations (including commercial talent transactions), and PR.
- Negotiate, draft, and interpret various agreements and other legal documents relating to advertising, marketing, promotions, and talent transactions with third parties, including negotiation of talent integration deals, working with the networks, ad sales, and talent agents.
- Develop and maintain positive working relationships with all business clients and other related personnel (e.g., advertisers, agencies, talent agents) for the benefit of the company.
- Develop and maintain positive working relationships with all network programming, production, marketing, digital and ad sales departments to assist in the integration and distribution of content and facilitation of partnerships.
- Advise senior management and serve as source of information for the company for rights, obligations, restrictions, contractual provisions and all financial aspects related to advertising and marketing contracts.
- Interface with corporate risk management to ensure adequate coverage of all appropriate risks.
- Participate in the development of strategies for the optimization of the value of the company's assets.

- Remain current on developments in the industry and technology to maintain efficiency in performance.
- Maintain visibility in the industry by regularly interacting with peers in similar positions at other companies.
- Any other responsibilities assigned by the Director's supervisor.

### **Education & Experience**

- Law degree from ABA-accredited law school and current, valid admission to a U.S. bar required
- 5+ years of experience negotiating advertising or marketing agreements
- Minimum 2 years of experience with consumer protection, regulatory, or sales legal issues, including negotiation and drafting of related agreements

### **Other Skills/Abilities**

- Excellent negotiation and drafting experience essential, with experience in ad sales support, marketing, and/or advertising strongly preferred;
- Experience with talent negotiation and/or intellectual property (e.g., copyrights, trademarks, right of publicity) and in-house legal experience in a major entertainment/media company a plus;
- Demonstrated ability to manage complex internal and external stakeholder relationships;
- Demonstrated ability to exercise considerable judgment and discretion in carrying out activities;
- Strong people skills, including the ability to communicate effectively through all levels of the organization;
- Able to integrate internal and external views to create a business-relevant perspective;
- Excellent interpersonal, written, and oral communication skills;
- Demonstrated ability to juggle multiple tasks in a fast-paced environment;
- Demonstrated ability to provide fast, well-reasoned business-based advice;
- Demonstrated ability to make decisions in a timely fashion;
- Able to work independently as well as in cross-functional groups;
- Demonstrated attention to detail, accuracy;
- Strong organizational skills.