

Commercial Legal Counsel - APJ

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Company: Nutanix

Location: Adelaide

Category: other-general

The Opportunity

Are you a highly motivated and proactive legal professional with experience in commercial contracting? Do you thrive in a fast-paced, international environment and have a strong passion for technology? If so, join our dynamic and innovative team at Nutanix. Nutanix is the recognized world leader in Hyperconverged Technology. We are growing fast. In less than a decade, we have gone from a brand-new start-up to a public company with over 18,000 customers and 6000 employees. We have offices all over the world, and over a billion in revenue, but we still operate like the scrappy disrupter that we are. **Legal at Nutanix**

The Nutanix law department provides legalcontractual support for this fast-paced multi-national corporation. We are a global legal team of legal professionals.We strive to act as a Strategic Business Advisor, End-To-End Business Enabler and Risk Management Centre of Excellence every day.Our legal group, working in close proximity with Nutanix our sales team, has built a reputation as a change agent; a team that embraces innovative business models, pioneering service delivery, technology and business process best practices to achieve great things. **Your Role** Reporting into the Senior Legal Director for the APJ region, you will play an important role in ensuring Nutanix's continuing success by working closely with our sales teams, partners and customers with a high degree of pragmatic commerciality too facilitate the close of revenue generating transactions and help to establish key strategic alliances in the APJ region. You have a strong work ethic and flexibility and are comfortable working with a high degree of autonomy and ambiguity. You are a pro-active legal professional with a penchant for helping to build a vibrant business and have a

strong bias for action. You feel comfortable working in a fast paced international and multi-cultural environment and enjoy working across multiple internal company disciplines. You are curious about complex technology and strive to be a highly visible key component in a rapidly expanding business that deals with some of the largest enterprises in the world.

What you'll do:

Contribute to our commercial success and growth goals as an integrated strategic business advisor and enabler.

Review, draft and negotiate strategic opportunity-specific commercial agreements, including non-disclosure agreements (NDAs), software license agreements, partner agreements, procurement contracts, services agreements and strategic alliance agreements.

Work on complex and high value revenue generating commercial transactions and high visibility procurements.

Collaborate with others within Legal Department and cross functionally to ensure that the company is able to book and recognize revenue, minimize risk and to protect our intellectual property.

Provide staff legal training and manage external counsel relationships.

Monitor contract performance by determining compliance to contract and regulatory requirements and coordinate with management and other internal groups to ensure these requirements are being satisfactorily fulfilled.

Develop, improve and draft templates and process documents.

What You Will Bring

Minimum of 7 years' post-qualification experience practicing commercial law in a reputable law firm and in-house with a global enterprise technology company.

Admitted to practice law in one of the APJ jurisdictions.

In-house commercial contracting experience dealing with various software transaction and sales models, including SaaS, Cloud and Hybrid Cloud and on-premise software licensing.

Experience working with public sector/government, financial service/banking, large enterprise customers as well as services vendors is preferable.

Excellent communication skills and interpersonal skills.

Strong negotiator and critical thinker.

Familiarity with various revenue recognition rules and accounting standards.

Evidence of strong knowledge of privacy issues.

Ability to work concurrently on a variety of projects and able to “keep all the balls in the air”.

Ability to work with both entry-level colleagues and senior management across the business.

Ability to successfully work independently but also able to use good judgment and escalate issues when needed.

Sound time management skills with the ability to effectively prioritise work.

Demonstrated understanding of the Asia landscape and country/culture differences across Japan, Korea, Taiwan, HK, ANZ, ASEAN and Singapore.

Fluency in written and spoken English.

Additional language skills – Japanese or Korean preferred.

About the Team About Your Manager: Your manager for this role is Lan Hess, who is the Senior Director of Legal for APAC. Lan is known for her dedication to fostering a collaborative and supportive work environment. She values open communication and strives to provide her team with the necessary resources and support to succeed. Our team is founded on three pillars:

Partnership- We strive to be the easiest company in the tech sector with which to do business. Easy for our customers. Easy for our internal teammates.

Service- We do our best every day to enable our teammates to drive revenue, increase market share and build winning relationships with our partners and customers.

Integrity- Our sense of ethics is of paramount importance to team Nutanix

How We Work: At Nutanix, we offer a flexible work environment that includes remote and hybrid options. We understand the importance of work-life balance and believe in giving

our employees the flexibility they need to be successful in both their professional and personal lives. --

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