

General Counsel

The International Franchise Association (IFA) is actively seeking dynamic and accomplished candidates to fill the newly created **General Counsel** role. The General Counsel will be a member of the association's Senior Management Team and report to the President and CEO on association business matters. In addition, the General Counsel will work closely on regulatory and legislative matters with the Senior Vice President, Government Relations and Public Affairs. Will manage the newly constituted Franchise Law Center to oversee all association regulatory comments and policy-related litigation, including evaluating/recommending cases and amicus activity.

The General Counsel will also handle in-house legal matters for IFA. Has frequent contact with IFA membership, senior IFA staff, government personnel (executive branch administrators, Congressional staff, and all levels of state and federal courts), and members of the IFA Foundation and other trade association legal counsel.

Key Responsibilities:

- Assure that IFA and its affiliated organizations comply with applicable federal and state law and regulations governing their work.
- Protect IFA resources and reputation from adverse legal action.
- Review contracts, leases, and other legal documents for IFA and its affiliated organizations.
- Develop and maintain relationships with key federal and state franchise regulators, including key staff at the FTC, within NAASA and other relevant franchise regulatory bodies.
- Work with IFA legislative and regulatory affairs teams, state association executives, on policy issues of importance to the franchise industry.
- Manage Franchise Law Center on public policy litigation, including identification of potential cases, research and drafting amicus briefs, and case preparation and management.
- Serve as primary liaison with the Franchise Law Center Board of Directors, constituted by IFA member brand counsels.
- Work closely with IFA Conferences team on IFA's Annual Legal Symposium, IFA's webinar series, and other educational outreach.
- Other duties and responsibilities as directed by the President/CEO.

Ideal Experience:

- JD degree from an accredited law school.
- Ten years' experience in business law, a law firm, Capitol Hill or state or federal agency
- Experience in several of the subject matter areas important to franchising (e.g., franchise law, labor, tax, administrative law, preemption).
- Certified Franchise Executive (CFE) preferred.
- Prior trade association experience is preferred.
- Must have demonstrated ability in appropriate legal skills (e.g., legal analysis, research, writing, etc.) excellent written and oral communication skills, and the ability to state technically difficult material simply and clearly.
- Must have consensus-building skills to assert positions strongly without alienating opponents.
- Must also be effective communicator with IFA members, staff, coalition partners, government representatives, and other public settings.
- Must also be an effective manager with respect to both financial and personnel matters.

To apply send cover letter and resume to careers@franchise.org