

Head of Legal & Business Affairs – International Sportsworld Communicators

The Challenge

International Sportsworld Communicators own the commercial rights to the world Rally Championships and are part of North One Television. This was a rare opportunity for a talented lawyer to join a rapidly evolving sports media company as their Head of Legal & Business Affairs. Based in London, the role was to form part of the senior management team where as well as advising on all legal aspects of the business, the role would be key in contributing to the overall commercial strategy and growth.

Paul Walsh, Manager of Handle's legal team was approached to lead the search for this key role, via a networking opportunity.

Paul's brief was to search for someone who would be confident at developing and nurturing bespoke relationships with internal and external stakeholders at a senior, tactical and political level

The Solution

Paul used Handle's contacts within the legal community, advertising and social media to source a shortlist of lawyers who met the technical and cultural criteria of the brief. Paul presented a pre-interview briefing pack to the Chairman of ISC detailing how each candidate met the brief.

The Results

This key appointment was made within 5 weeks of the initial meeting to discuss the brief.

Client Quote

Simon Long, ISC's Chairman commented:

"Thank you for all of your first class support in securing an excellent candidate for this role"