

General Counsel, Software & IIoT

JOIN THE INDUSTRY LEADER TO DESIGN THE NEXT GENERATION OF BREAKTHROUGHS

Honeywell Connected Enterprise is a leading software industrial business, harnessing the power of cloud, mobile, data & analytics, IIoT and design thinking with its extensive domain experience across Aerospace, Buildings, Plant, Worker and Cyber Security. We will incubate, deploy and scale breakthrough software and IIoT offerings that impact a wide range of industries, improve quality of life, and truly change the world

JOIN OUR ATLANTA TEAM AND...

Be an agent of change and a catalyst that is transforming a fortune 100 industrial company into a connected, digital, software leader

Work collaboratively in our state of the art software center with like-minded, innovative and passionate people and together bring ideas from inception, to launch, to scaling globally and be part of the digital transformation of the industrialized world

As **General Counsel, Software & IIoT** at **Honeywell Connected Enterprises**, this is your opportunity to:

- Be a key member of the global leadership team for, and primary legal advisor to, one or more of our global software and IIoT businesses (i.e. Connected Plant, Connected Buildings, Connected Worker and/or Cyber Security).
- Provide business and legal advice for strategic initiatives and day to day operations in a fast paced growth environment evaluating opportunities, managing risk and driving cultural change to grow our software and Software as a Service (SaaS) businesses exponentially
- Drive global commercial sales contract review, negotiation and drafting with intelligent risk taking to deliver customer wins across a range of deal structures and commercial transactions including SaaS business models, software licensing, customer hosted cloud environments and distribution and reseller agreements
- Enable the transformation of our sales contracts teams and processes to enable them to sell software and SaaS globally at speed and scale
- Drive partnerships with our customers, technology partners and developer networks including joint marketing, joint development and intellectual property licensing to accelerate development, deployment and sales of our offerings
- Manage business acquisitions, divestitures and joint ventures, including formulation of deal structures, due diligence, analysis of potential legal risks, negotiation of agreements and participation in integration processes
- Effectively manage global regulatory and contractual risk for our offerings (including relating to IIoT, cyber, data governance and privacy laws and regulations) with pro-active global government advocacy and robust compliance and control processes
- Pro-actively promote and drive an integrity and compliance culture including preventive law training on a wide variety of topics and leading internal investigations

YOU MUST HAVE

- Registered to practice as a lawyer in a major legal jurisdiction

WE VALUE

- Extensive global commercial experience in software, SaaS, cloud, data and analytics, IIoT, intellectual property licensing and/or technology transactions
- Deep experience executing commercial sales agreements and customer partnership
- Strong working knowledge of relevant global laws and regulations
- Customer focus and business acumen
- High motivation with boundless energy to get stuff done
- Ability to execute and remove obstacles
- track record of navigating complex and ambiguous environments with intelligent risk taking
- Ability to influence and lead at all levels
- Desire to innovate and challenge the status quo

INCLUDES

- Relocation Provided

ADDITIONAL INFORMATION

- **Job ID:** req173307
- **Job Function:** Legal
- **Relocation Tier:**
- **Security Clearance:**
- **Aviation Authority (FAA for US):**
- **Band:** 04
- **Referral Bonus:** 3,000.00
- **Requisition Type:** Standard Requisition