



ROLE PROFILE

Job Title:	Associate (3-4pqe)
Group:	Aerospace (Aviation Finance)
Job Location:	London
Contract Type:	Permanent

The Firm

HFW is a global law firm with deep, sector-focused expertise. We have over 600 lawyers working across the Americas, Europe, the Middle East, Asia and Australia. We take a progressive approach to our roles in commercial business – thinking creatively and pragmatically to support our clients.

Whether we are solving complex issues within the construction, aviation or shipping industries, or providing advice across insurance, commodities and energy we are specialist lawyers here to add value to our clients. We think about the commercial solution first, and then underpin our advice with a solid foundation of legal expertise.

Entrepreneurial. Creative. Collaborative.

The Department

HFW has a pre-eminent global specialist aerospace practice, having been at the forefront of legal developments in this sector for over three decades.

Our clients are drawn from all spheres of the aerospace industry and our team is one of the largest and most dedicated to the sector of any international law firm. This prominent position is widely recognised by the independent legal directories (Chambers and Legal 500), who routinely rank us as a top tier Aviation practice.

Our experience extends across the full spectrum of dispute resolution, regulatory and transactional work in the aviation and aerospace sector. Our Aviation Finance team advise leading aviation financiers, lessors, MROs, RV insurers, airlines and other aircraft operators, owners and managers on all aspects of aircraft and engine trading, leasing and financing transactions. Recent examples include:

- Advised on sale and operating leaseback transactions involving 30 newly delivered 737NG aircraft, which included extraction from a PDP financing structure.
- Advising major financial institutions and private individuals on the acquisition and financing by lease or loan of over 50 corporate aircraft in separate transactions over the past 18 months.
- Advising on the sale and purchase of used business aircraft, recent experience includes Global Express XRS, Airbus A340, Boeing Business Jet 2 and Gulfstream G550.
- Acted for an aircraft operator and lessor in connection with the recovery of commercial passenger aircraft and associated engines upon the lessee airline being placed in liquidation, including disputes arising with airport operators and air navigation control authorities in connection with landing fees and over-flight fees unpaid by the lessee at the time of the liquidation.
- Advising a leading aircraft lessor on the financing of a portfolio of 12 aircraft.

The role

This post holder will work in our London team, specifically the Aviation Finance team, which is a fast-growing energetic team comprised of 4 Partners, 1 Senior Associate, 3 Associates and 1 Trainee. The role is primarily to work on high-profile, international aviation finance, sale and purchase and leasing transactions.

Key Skills & Experience Required

- You will have an excellent academic background, including a 2:1 or above at degree level or equivalent.
- You will have relevant, high-quality aviation finance experience gained post qualification (approximately 3-4pqe), or experience gained in asset finance from within a strong commercial practice
- You will have a strong interest in developing your profile within the Aviation sector, primarily (but not exclusively) by serving the aviation finance and leasing market.
- Ideally, you will be familiar with common aviation financing structures as well as aircraft sale and purchase and leasing considerations.
- You will be used to, and enjoy, taking on a high degree of responsibility for the deals that you work on, be comfortable in a client facing role, and you will be proactive, organised and comfortable dealing across international time zones, all of course with support from our team.
- You will be motivated, enthusiastic and able to thrive in a fast-paced working environment.
- You will relish client contact, with demonstrable business development and client engagement skills relevant to your PQE.
- You will also be expected to play an active role in practice and business development.
- International travel may be required.

Additional Information

Kindly note that this role profile is not contractual. It will be reviewed periodically and may be amended or altered to meet the needs of the firm.

HFW aims to ensure equality of opportunity and we are actively working towards improving the diversity of our staff. All applications will be considered only on merit and the applicant's suitability to meet the requirements of the role.

HFW collects and processes personal data relating to job applicants to manage its recruitment process. The firm is committed to being transparent about how it collects and uses that data and to meeting its data protection obligations. For information on how the firm will process your data, please see our Privacy Notice on our website (www.hfw.com/Privacy-Notice), in the section "What we collect and how we use it".

February 2024