

Legal Counsel

Number of Positions: 2

Contract Type: Indefinite

Step into the role of Legal Counsel, Commercial & Product and shape how Fast Track scales contracts, product decisions, and legal risk across global markets.

The role sits within a lean legal team. It provides a broad scope, allowing the Legal Counsel to work across commercial matters, product-related legal questions, regulatory considerations, and legal operations. The position supports day-to-day business execution by addressing legal risks as they arise across client and partner contracts, product and platform decisions, external communications, and internal processes.

This role is suited for someone who enjoys combining hands-on legal work with the opportunity to build scalable legal foundations. Alongside supporting ongoing deal flow and legal queries, the Legal Counsel contributes to the development and maintenance of templates, playbooks, risk documentation, and internal guidance that help the business operate efficiently and consistently in a regulated environment.

The Legal Counsel works closely with Sales, Product, Marketing, Finance, and Leadership, embedding legal judgment into everyday decision-making rather than operating as a back-office function. The role offers exposure to a wide range of legal and regulatory issues. It is an opportunity to play an active role in shaping how Fast Track identifies, manages, and balances legal risk in support of sustainable growth.

Job description

Legal Risks Management

- Support the identification and handling of legal risks and escalations across the business, advising on appropriate mitigation and resolution strategies.
- Apply sound legal and business judgment to assess risk, support decision-making, and help the business move forward within agreed risk boundaries.

Deal Enablement and Contracting

- Lead the review, drafting, and negotiation of client, partner, and supplier agreements, including MSAs, NDAs, DPAs, and partnership contracts.
- Participate directly in deal discussions and closing calls, providing real-time legal guidance to accelerate contract finalisation.

Product and Regulatory Legal Support

- Provide legal input on product and platform decisions, identifying regulatory, data protection, IP, or market-related risks and advising on compliant approaches.
- Respond to questions on regulatory obligations in specific markets and assess their impact on contracts, product functionality, and go-to-market strategies.

Process, Templates, and Legal Operations

- Contribute to the development, maintenance, and application of internal legal documentation, guidance, and processes that support consistent and efficient handling of legal matters.
- Identify recurring legal questions, risk areas, or operational inefficiencies and contribute to improvements in documentation, workflows, and internal legal tools.

Cross-Functional Legal Support

- Provide timely, practical legal advice to Sales, B2B, Product, Marketing, Finance, and Partner Success, ensuring consistent and aligned guidance.
- Support procurement and supplier contracting to ensure alignment with company standards.

Requirements

- Master's degree in Business Law, Digital Law, or a related legal discipline
- Proven track record working in commercial legal roles, preferably in a B2B tech, SaaS, or digital services environment.
- Solid experience negotiating and reviewing commercial contracts
- Demonstrated ability to balance legal risk with business priorities
- Strong interpersonal skills, with a proactive, collaborative, and business-enabling approach
- Comfortable operating independently, managing deal pipelines and resolving escalations in a fast-paced setting.
- Understanding of data protection, IP rights, and platform-based commercial models (e.g., SaaS, usage-based pricing)
- Fluent in English

Working at Fast Track

Fast Track is a disruptive technology company, recognised as the iGaming industry CRM leader. Fast Track provides a new way of working, enabling teams to focus on innovation and growth. We are a tight unit with a strong culture, and our leadership in tech and the product has attracted high-performance individuals. Fast Track works with hundreds of companies worldwide, with offices in Malta, Sweden, Spain, and the United States, and has been certified as a Great Place To Work®

Any assistance with accommodation/relocation

Relocation program included (if required); we pay for your flights for you and your family, shipping, and accommodation for the first 2 weeks.

Any other benefits

- Great Place to Work® Certified – Officially recognised for our commitment to building an engaging, high-trust culture.
- Collaborative Onsite Work Environment – Be part of a dynamic, innovation-driven team in an open, inspiring workspace.
- Best office on the Island - Work in Sliema with an amazing terrace and sea view
- Be part of our yearly Growth Summit – Join our global team for an inspiring event to connect, collaborate, and celebrate together.
- Parking - Enjoy hassle-free commuting with complimentary parking
- Wellbeing Benefit – We sponsor your well-being activities such as gym memberships or fitness classes to support your health, and feel free to join our internal fitness communities, including (Yoga, Football Padel, and Running)
- Private Health Insurance – Comprehensive coverage for you through Atlas.
- Mental Wellbeing – 24/7 access to mental health support, to support your mental wellbeing needs.
- Top-of-the-line Equipment – Best-in-class MacBooks and all the tools you need to excel.
- Breakfast Every Day – Start your morning with a complimentary, healthy breakfast at the office.
- Mobile Plan - We cover your mobile plan
- Fast Track discounts - Get different discounts from nearby shops and restaurants

Salary

€18.27 - €35.58 per hour

How will the interviews be held

Interviews will be held online

To apply

CVs and a covering email are to be sent by email to eures.recruitment.jobsplus@gov.mt and should be written in English. Please quote the vacancy name and number in your email.