

In-House Counsel and Technology Transactions Attorney

Business Development | Area Practice Management | Legal Services | Client Relationship Management

History of optimizing clients' business and legal affairs through legal counsel and advice related to transaction drafting and negotiations, compliance management, risk mitigation and business expansion. Recognized for delivering innovative legal and business solutions based on sound and resourceful strategies. Serve as a collaborative business partner and advocate, driving compliance and operations improvement for diverse organizations.

Advise clients in matters of intellectual property and trademark law. Review and interpret legal documents, prepare and file U.S. and international trademark applications, renewal applications, affidavits of use and incontestability, powers of attorney, and responses to legal actions. Bilingual: Fluent in Spanish and English (Advanced C1 Level CEFR).

Areas of Practice:

Contract Negotiation, Drafting & Revision ▪ Franchising & Distribution Agreements ▪ Business Structuring
Company Formation & Dissolution ▪ Corporate Governance ▪ Due Diligence ▪ Private Mergers & Acquisitions (M&A)
Corporate Reorganization ▪ Joint Ventures (JV) ▪ Trademark Management ▪ Strategic Advice ▪ Intellectual Property (IP)

PROFESSIONAL EXPERIENCE

ABC LAW LLP

2018 – Present

Technology Transactions Associate/Regulatory Communications Associate

Function in a dual role, including engagement in technology transactions asset deals and compliance counseling for telecommunications matters. Provide transactional law oversight for clients, including drafting and negotiating various legal documents and contracts, including software, hardware, SaaS and other technology agreements. Counsel clients on regulatory requirements, identifying potential issues and instituting governance standards to mitigate risks.

- Counseled clients on the transfer of communications assets at the state and federal level, ensuring adherence with strict industry regulatory requirements.
- Advocated for the communications industry clients by working with Federal Communications Commission (FCC) and state-level regulators to establish industry best practices and rules/policies.
- Advised technology client on a full-time basis via secondment for the development of regulatory framework for a new line of business by assisting them with implementing best practices that align with regulatory requirements.
- Provided assistance for technology client on assessing potential new markets and identifying regulatory requirements to support product deployment; successfully assisted client in 5 market launches.
- Negotiated numerous contracts for a communications client in Tennessee, securing \$1.8M cost savings to date.
- Established a business development project called Influencers in Tech, which organizes and executes networking events for existing and potential clients in the industry. Secured prominent speakers, including FCC Commissioner to speak about diversity in the industry.

ABC ADMINISTRATIVE COMPANY

2016 – 2018

Counsel, Compliance & Risk

Oversaw the administration of \$10B key fund to various companies and institutions through different Universal Service Programs, including Schools and Libraries, Rural Health Care, Lifeline and High Cost programs. Provided legal advice and counsel for clients on USF compliance issues to mitigate potential risks. Conducted evaluations for agency requests, partnered with outside counsel and facilitated legal research.

- Worked directly with local and federal agencies, including FCC Office of Inspector General (OIG), FCC Enforcement Bureau, Department of Justice (DOJ) and Federal Bureau of Investigations (FBI) to address potential waste, fraud and abuse of the USF. Responded to regulatory requests to review compliance inquiries.
- Built partnerships with carriers, schools, libraries, hospitals and stakeholders to address and resolve USF violations; drafted law enforcement referrals for the FCC OIG and Enforcement Bureau regarding violations.
- Developed a recovery matrix tools to track and monitor fund disbursements, ensuring overall accuracy.
- Pioneered an Enterprise Risk Management program for the USAC; developed risk profiles to help determine major risks, which resulted in risk mitigation and increased risk awareness.
- Led the planning and facilitation of risk management workshops within the USAC, providing guidance for divisions on developing and managing risk mitigation strategies.

ABC LAW ASSOCIATION

2015 – 2016

Law Clerk, Government Affairs

Supported the management of wireless infrastructure issues, including matters impacting members at the local, state and federal level. Drafted and refined legislations and drafted comments for Notice and Proposed Rulemakings from the FCC and state-level regulators. Assessed FCC regulations to determine impact on members and stakeholders.

NATIONAL LAW ASSOCIATION

2014

Law Clerk, Office of the General Counsel

Provided legal support for broadcast issues, including drafting memoranda, regulatory alerts for members and summary of comments filed in regulatory proceedings before the FCC. Assisted with a host of media ownership issues, including preparing testimony of general counsel on media ownership and hosting an event for Congressional Black Caucus on ownership issues.

EDUCATION | PROFESSIONAL DEVELOPMENT**COLLEGE UNIVERSITY LAW SCHOOL****Juris Doctor (GPA: 3.18)****COLLEGE UNIVERSITY****Master of Arts, Media Studies****COLLEGE STATE UNIVERSITY****Bachelor of Arts, Communication**Bar Admissions**State of New York****State of New Jersey**