

# MICHAEL GOFF, ESQ

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## GENERAL COUNSEL ATTORNEY

Contract Negotiation | Administration | Business Development | Team Building | Mergers & Acquisitions

**General Counsel Attorney & Business Development Strategist** recognized for fostering lucrative customer relationships in the software and aerospace engineering sectors. A mergers & acquisitions specialist with decades of successful experience as a standout legal services professional in versatile settings. Offering an advanced ability for managing all aspects of government relations with exceptional skills in communication, contract negotiation, drafting, and administration. Extensive expertise in leadership training, team building and driving seamless transitions from prospect identification to closure. A visionary leader committed to instilling a sense of belonging and pride within corporate culture, leveraging empathy, trust, and gratitude. Demonstrated enduring dedication and loyalty in a 15-year collaboration with the CEO, cultivating strategic partnerships for impactful joint ventures.

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## SKILLS & COMPETENCIES

Contract Negotiation & Drafting • Team Building • Mentoring • Process Improvement • Business Development  
Capture Management • Corporate Governance • Strategic Partnerships • Strategic Planning • Regulatory Compliance  
Executive Leadership • Corporate Culture Creation • Microsoft Office – Word, OneNote, Excel, PowerPoint

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## CAREER HIGHLIGHTS

- ✓ **30-Year Attorney with over three decades of experience** spanning private practice and in-house counsel roles.
  - ✓ **Proven track record of expertise** in contract negotiation, drafting, and administration with a focus on oversight.
  - ✓ Displays autodidactic approach, showcasing a robust dedication to ongoing learning and personal development.
  - ✓ **Seasoned leader with over 20 years in leadership & executive management** across diverse business scales.
  - ✓ **Co-founded and helped grow a company from \$6M to \$40M+ in annual revenue during 5-year tenure.**
  - ✓ **Mentored and guided 12 Junior Managers toward Senior & Executive roles** through leadership development.
  - ✓ **Started an employee ownership** program called **Phantom stock**, enabling staff to share ownership benefits.
  - ✓ **Instrumental in securing a \$2B+ joint venture** blanket purchase agreement through a strategic partnership.
  - ✓ **Enhanced operations by executing process improvements** in contracting and business development, securing CMMI Level 3 certification while leading a 4DX practice implementation for streamlined business development.
  - ✓ **Managed all government relations efforts** directly resulting in the development of over **200+ new IT jobs.**
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## PROFESSIONAL EXPERIENCE

### Attorney at Law – Business Consultant

Part Time Hours | 2015 to Present

- Provide business development consulting and legal services specializing in Mergers and Acquisitions (M&A).

### Chief Development Officer (CDO), General Counsel

Geocent, LLC | 2008 to 2015

- Co-founded Geocent, LLC and played an integral role alongside the CEO in executing all M&A activities, resulting in the successful acquisition and merger of Prescient Technologies and Diamond Data Systems to establish Geocent, LLC.
- Managed all aspects of company growth, yielding a remarkable 6x revenue surge within the 1st 5 years of business.
- Headed the selection and integration of software tools, optimizing the new business pipeline from initial prospect engagement through final proposal submission and implemented CMMI level 3 business development processes.
- Administered a wealth of strategic leadership while serving as a member of the company's Board of Directors.

- Orchestrated a triumphant joint venture, securing a multibillion-dollar, multiple-award \$2M+ small business contract, while concurrently providing valuable insights as a member of the company's Board of Directors.

### **Senior Vice President, General Counsel**

#### **Prescient Technologies, LLC | 2006 to 2008**

- Collaborated with CEO to create company business plan which included the business development and M&A strategy.
- Raised \$2M+ in venture capital through private placement for the acquisition and merger of 2 small businesses.
- Served as the lead role in developing and cultivating multiple strategic partnerships to drive company growth across the information technology, advanced manufacturing, and aerospace engineering industries.

### **President**

#### **Apogen Services, LLC | 2004 to 2006**

- Pioneered the creation of Apogen Services LLC, a wholly owned subsidiary of Apogen Technologies as a direct result of the successful merger with SEA, assuming end-to-end responsibility for all business operations.
- Guided the transformation from being a startup company to a thriving and profitable enterprise which encompassed cultivating a diverse customer base including private sector, universities, and local as well as state governments.

### **Vice President of Government Affairs**

#### **Science & Engineering Associates (SEA) | 1999 to 2004**

- Led government relations program that successfully advocated for additional work scope and \$50M+ in total funding for multiple government programs resulting in creation of more than 200+ new information technology jobs.
- Spearheaded a full spectrum of business development efforts directly resulting in \$45M+ in new company business.
- Helped CEO and COO negotiate definitive agreement for sale of company to large public systems integration company.
- Provided legal advice on an array of corporate affairs, encompassing contracts, human resources matter, and more.

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### **CERTIFICATIONS**

**Member of Louisiana Bar Association**

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### **EDUCATION**

**Juris Doctor** – Loyola University College of Law

**Bachelor of Science, Business** – Nichols State University