

DANIEL WATSON, JD

ATTORNEY

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Washington, DC

PROFILE

Robust track record of results as a hands-on attorney and operational manager of high-volume law firms. Accomplished leader of teams and strategic planning initiatives that support and advise on litigation, high-level negotiations, and commercial transactions and contracts. An influential professional with a propensity for negotiating favorable client outcomes. Skilled researcher with ability learn new concepts and applicable case law, regulations, and legislation. Dynamic and detail-oriented attorney looking to pursue opportunities within real-estate law.

AREAS OF EXPERTISE

- Research & Investigation
- Risk Reduction & Avoidance
- Contract Management
- Document Control
- High-Stake Negotiation
- Client Relations
- Team Leadership & Supervision
- Business Development

LICENSING & EDUCATION

Admitted to Virginia Bar

Admitted to DC Bar

Suffolk University, Juris Doctor

Boston, MA, 2008-2011

New England College, B.A, History

Henniker, NH, 2002-2006

PROFESSIONAL EXPERIENCE

Vice President

2016 to Present

KVS Title LLC, Washington, DC

Onboarded to deliver high-level expertise when orchestrating residential and commercial real estate closing transactions with optimal outcomes for clients. Retain and research information for all applicable programs and regulations to enable program advantages and ensure compliance. Maintain comprehension of applicable laws and regulations governing the comprehensive DC area, including Virginia and Maryland. Generate increase in customer acquisition and retention, driving volume by cultivating and enhancing key relationships.

- Manage comprehensive operations and coordinate heavy case load as primary attorney at organization's highest volume office.
- Ensure seamless transactions by diligently reviewing incoming files and documents for completion and accuracy to resolve issues before closing date.
- Provide best-in-class service as the on-call attorney, available as 24/7 client resource.
- Led the implementation of the company's digital closing services in response to the demand for online alternatives.
- Manage both the in-person and online closing processes. I work closely with our online closing platforms to ensure that our team is up to date with any platform changes.

Attorney

2014 to 2016

MBH Settlement Group, Reston, VA

Delivered hands-on operational and staff leadership, responsible for managing diverse and heavy portfolio of clients. Analyze, research, and prepare applicable documentation for transactions and review probable outcomes with clients. Mitigate risks and unforeseen obstacles by conducting due diligence in advance of closings. Oversee staff in completion of daily tasks and conduct performance management to ensure client service levels.

- Taught continuing education classes for real estate agents partnered with Dulles Area Association of Realtors to educate real estate professionals on industry changes.
- Crafted and executed monthly marketing strategies and cultivated key relationships with real estate professionals to boost referrals and client acquisition. Increased profits and staff bonuses by 35% over course of tenure.

Legal Assistant

2010 to 2014

Metropolitan Title LLC & Mitchell and Collins PLC, Gainesville, VA

Obtained position to support real estate firm in execution of purchase and refinance transactions, accurately preparing closing documentation and conducting client reviews. Researched relevant case law and precedent, including HUD-1 settlement statements, to skillfully guide clients through closing process.