

# Robert Smith

## *Assistant General Counsel/Commercial*

### PERSONAL STATEMENT

Senior Counsel with extensive domestic and international experience in negotiating, analyzing, allocating and mitigating risk for design, construction and EPC Power contracts and resolving the claims and disputes that emanate from them. An attorney known for creativity and problem solving that works collaboratively with staff and management and understands the business world.

### WORK EXPERIENCE

#### ***Assistant General Counsel/Commercial*** **Sun Holdings, Inc. - March 2012 - 2020**

##### *Responsibilities:*

- Assisted with acquisitions of competitors to expand market share and volume, including obtaining financing, negotiating assigned vendor contracts, valuing acquired stores, and post-closing adjustments.
- Managed two junior attorneys primarily responsible for managing leasing, franchising, and development.
- Drafted and negotiated more than 120 single and multiple parcel commercial real property purchase and sale contracts, and leases, as well as all related easement agreements, declarations of restrictive covenants, deeds, guarantees, subordinations, estoppels, and assignments and assumption agreements.
- Hired, supervised and assisted outside counsel litigating real estate and leasing matters.
- Interacted daily with operations managers, accounting managers, payroll, developers, and franchisors to resolve disputes, obtain economic incentives, correct financial records, and manage development.
- Performed all aspects of acquiring commercial building permits for undeveloped properties for new buildings as well as developed properties for remodels and conversions, including hiring and managing surveyors, engineers, and architects, and working with cities and counties to obtain necessary approvals.
- Completed all aspects of an average of 65 commercial leases and real estate transactions per year, from the initial letter of intent to closing, including obtaining and reviewing due diligence items, including surveys, environmental reports, and appraisals, drafting title objection letters, and curing title defects.

#### ***Assistant General Counsel*** **Delta Corporation - 2008 - 2012**

##### *Responsibilities:*

- ICE Clear Credit was formed in March, 2009, by IntercontinentalExchange, Inc.
- and is the worlds largest credit default swap clearinghouse with over \$30 trillion notional cleared.
- Joined ICE Clear Credit in October, 2010, as part of

### **CONTACT DETAILS**

1737 Marshville Road,  
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### **SKILLS**

Microsoft Office,  
Italian/Spanish.

### **LANGUAGES**

English (Native)  
French (Professional)  
Spanish (Professional)

### **INTERESTS**

Climbing  
Snowboarding  
Cooking  
Reading

### **REFERENCES**

Reference - 1 (Company Name)  
Reference - 2 (Company Name)

IntercontinentalExchange, Inc.s acquisition of the Climate Exchange enterprise Negotiated and .

- Chicago Climate Futures Exchange (designated contract market) and the Chicago Climate Exchange (exempt commercial market) began operation in 2003 as .
- Provided legal advice and transaction expertise supporting operations and expansion Increased membership and trading volume by creating new products,.
- Provided legal counsel to district clients regarding Petroleum, Solid Waste and RCRA enforcement; performed all phases of administrative and civil .
- State of Florida Department of Juvenile Justice Tallahassee, FL.

## **Education**

JD in Law - 2008(Fordham University School of Law - New York, NY)