

# ROBERT SMITH

## Legal Consultant/

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Seeking a position allowing for demonstration of organization, customer service, communication and leadership skills proven by 15 years of successful employment. The opportunity to make companies more effective in providing services to clients and the public in an environment beneficial for mutual growth and development.

## EXPERIENCE

### Legal Consultant/

**Beacon Hill, Compliance, Diamond Personnel, Epiq Systems -  
SEPTEMBER 2013 - 2020**

- Consultant for recreational youth sports manufacturer.
- Managed sports licensing, IP portfolio of trademarks and copyrights, independent sales agreements, and outside counsel communications.
- Negotiated sponsorship agreements with large U.S. soccer leagues, performed mergers & acquisition due diligence, researched possible trademark infringements, composed cease and desist letters, drafted consulting, employee, and non-disclosure agreements.
- Advised employees on digital marketing solutions, reviewed and copyedited catalogs for intellectual property issues, worked with numerous corporate stakeholders to monetize licenses.
- Reviewed real estate agreements and building legal requirements.
- Hired international trademark counsel and monitored domestic and international trademarks.

### Legal Consultant

**ABC Corporation - 2009 - 2013**

- CONTRACT NEGOTIATION Responsible for the negotiation of all contracts necessary for Garuda's fleet-wide upgrade and expansion.
- Ensuring that the terms and conditions as well as the rights and remedies of each individual contract form a comprehensive legal framework that protects the interests of Garuda.
- Includes the negotiation of sale and leaseback agreements for 15 new Boeing 737-800 aircraft; Airbus, Boeing, Bombardier and ATR purchase agreements; numerous aircraft lease agreements - including the negotiation of forty lease agreements in 2009 alone;
- CONTRACT IMPLEMENTATION Overseeing the implementation of contracts including ensuring the timely fulfillment of all necessary legal requirements associated with the delivery of aircraft under both purchase contracts and lease agreements, the redelivery.
- CONTRACT ENFORCEMENT Offering legal strategies to resolve contract disputes related to aircraft maintenance, aircraft deliveries and redeliveries, aircraft leasing, and aircraft purchase agreements.

- Included the implementation of advised legal strategy through direct discussions with parties related to the dispute and the negotiation of an acceptable settlement of the disputed matter..
- This is Dummy Description data, Replace with job description relevant to your current role.

## EDUCATION

- - (Northwestern University Medill Graduate School of Journalism - Chicago, IL)

## SKILLS

Fluent in Spanish, written and spoken; Advanced level proficiency in Microsoft Word, Excel, and PowerPoint.