

ROBERT SMITH

Associate General Counsel/Chief Legal Counsel

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SUMMARY

Associate General Counsel/Chief Legal Counsel with a diverse background in claims, operations support, cost controls, systems implementation, business and risk analysis. Broad experience handling employment, insurance, and liability claims, while providing team leadership, associate training and performance management in fast-paced environments.

SKILLS

Commercial And Technology Agreements, International Agreements, Online Advertising, Advertising And Marketing, Digital Media, Intellectual Property, Data Privacy, And Security.

WORK EXPERIENCE

Associate General Counsel/Chief Legal Counsel

ABC Corporation - 1998 – 2000

- Chief legal counsel for \$2 billion business unit facilitating the convergence of the Internet, video, and telephony services via broadband cable.
- Managed the law department and a global network of outside counsel.
- Structured and closed \$900+ million of venture capital and strategic private equity investments.
- Formed joint ventures that decreased development costs by 25% and generated \$100+ million in revenue.
- Reduced development costs by more than 30% through strategic alliances with ISVs and OEMs.
- Significantly increased market share and cash flow through preferred supplier arrangements with numerous new customers in Europe, Latin America, and the Far East.
- Secured critical intellectual property rights in, and creative licensing arrangements for, various new products and applications.

Associate General Counsel

ABC Corporation - 1996 – 1998

- Worked on legal matters for a registered investment adviser of hedge fund of funds with \$14.5B assets under management.
- Managed relationships with external counsel and acted as project manager for deals.
- Advised on legal, regulatory and compliance issues relating to the Investment Advisers Act of 1940, the Investment Company Act of 1940, the Securities Exchange Act of 1934, the Securities Act of 1933, the Commodity Exchange Act and the Employee Retirement Income Security Act.
- Drafted, reviewed and updated fund offering memoranda, subscription agreements, investment management agreements and organizational documents for commingled funds, single investor funds and separately managed accounts.

- Negotiated, drafted and provided sign-off on contracts, including ISDAs, prime brokerage agreements, administration agreements, selling agent agreements, vendor agreements, side letters, credit agreements and confidentiality agreements.
- This is Dummy Description data, Replace with job description relevant to your current role.
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SCHOLASTICS

- BS in Commercial Law Committee - 2011(Widener University)