

# Associate General Counsel/Lead Attorney

## ROBERT SMITH

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### Objective

Accomplished Associate General Counsel/Lead Attorney with 9 years of experience providing expert counsel in a wide range of legal matters. Trusted advisor to senior management and board of directors. Exceptional negotiator with track record of achieving favorable results for clients. Expert in balancing legal and corporate needs to produce focused solutions that drive business growth.

### Skills

Legal, Administrative Investigations, Regulatory Compliance, Criminal Law

### Work Experience

#### Associate General Counsel/Lead Attorney

**Zealandia Holding Company, Inc** - 2015 – 2019

- Practice in-house as primary counsel for several subsidiary companies in the areas of hospitality, resort property management, and travel-related business.
- Manage company registrations, permits, and licensing throughout many states and countries for numerous aspects of the business.
- Handle and oversee large-scale commercial and residential real estate transactions.
- Oversee the handling of lawsuits and act as counsel in litigation in state and federal court.
- Act to promote and ensure compliance with various areas of federal law, state law, and foreign law in many jurisdictions.
- Draft, negotiate and enforce contracts relating to business conducted across the United States and in Canada, Mexico, the Caribbean, and Central America.
- Draft loan documents for secured and unsecured loans.

#### Associate General Counsel

**Hotwire Communications** - 2010 – 2015

- Provide legal advice and support in connection with the negotiation, drafting, interpretation, and execution of various communication services agreements and commercial contracts.
- Facilitate the execution and safekeeping of final contract documentation Provide day-to-day legal support, counsel, and leadership on various matters, including corporate governance, employment, compliance, contractual, litigation, risk management and a variety of other legal and business issues.
- Monitor and advice upon pending litigation, including management of outside counsel and drafting and filing of state and federal court pleadings.
- Investigate and respond to customer claims for property damage, including those made by residents and property associations.
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### Education

Juris Doctor in Law - 2009 (Louisiana State University - Baton Rouge, LA)