

Assistant General Counsel

ROBERT SMITH

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Alabama.

Objective

Articulate, persuasive, and versatile executive with a distinguished legal career showcased by eighteen years of experience in general counsel roles at a global manufacturer and a twelve year track record as a trial attorney in private practice. Accustomed to and effective at solely managing and balancing legal affairs with serving as a liaison to key management to address critical issues and provide recommendations to help the business thrive.

Skills

Civil Litigation, Administrative Law, Insurance Law, Environmental Law.

Work Experience

Assistant General Counsel

ABC Corporation - 1997 - 2001

- Implemented outside counsel guidelines and case budgets to control legal expenses.
- Tracked record of settlements and verdicts are within 95+% of established reserves.
- Coordinated defense of pending litigation with outside counsel.
- Negotiated favorable settlements in alternate dispute resolution settings.
- Managed litigation matters, including budgets, outside counsel and communication with staff, members and other stakeholders.
- Prepared, reviewed, and updated contracts, agreements, etc.
- Provided legal review of regulatory comments, communications materials, and other association documents.

Assistant General Counsel

Delta Corporation - 1996 - 1997

- General Counsel 1997.
- Provided legal advice to Verizon's Enterprise Sales group as primary counsel on sales of telecommunications, cloud, and security services to state/.
- Managed team of up to five attorneys and contract managers supporting multiple sales groups.
- Advised executives of NASDAQ-listed internet service provider (ISP) that provides high-speed data communications services to commercial customers and .
- Joined shortly after company's founding, and prior to its initial public offering (IPO).
- The Oklahoma Insurance Department is a state agency responsible for regulating the insurance industry within the state.
- All phases of client advising and representation on real estate, tax, and oil and gas issues for a large independent oil and gas producer.

Education

Juris Doctor - (Chicago Kent College of Law - Chicago, IL)