

Robert Smith

Assistant General Counsel II

PERSONAL STATEMENT

Corporate counsel with more than ten years of experience in devising and implementing practical solutions to complex problems. Effective communicator and polished presenter with excellent writing skills. Ethical and extremely hard working. Highly experienced in contract drafting, commercial transactions, and regulatory compliance.

WORK EXPERIENCE

Assistant General Counsel II

ABC Corporation - September 2009 - November 2014

Responsibilities:

- Provided tactical support and prepared presentations for executives as well as distribution and sales teams regarding anti-trust compliance and MAP Policy.
- Contracted Management Drafted all commercial agreements including service, consulting, NDA, manufacturing, distribution, endorsement, sponsorship, vendor, manufacturing, supply, image releases, representative, licensing, trademark, sales, and real estate and equipment leases.
- Re-negotiated agreements with vendors (including Rite Aid, GNC, Vitamin Shoppe, AAFES, and Walgreens) saving the company \$250K annually.
- Maximized company profitability by assessing rebates and return allowances policies.
- Responsible for managing the acquisition of BSN for \$144M and all due diligence.
- Decreased outside counsel billable hours by 60% by bringing corporate maintenance, financial reporting, trademark, and human resources matters in-house.
- Filed trademark applications.

Assistant General Counsel

Delta Corporation - 2006 - 2009

Responsibilities:

- Handle multiple assignments as needed to meet client needs, including SaaS agreements for license, development, and implementation of applicant, .
- Assists the General Counsel in legal opinions, proposals and reports.
- Plans and organizes informal settlement conferences.
- Directly supervises the daily tasks of support staff.
- and its officials and staff, and litigating attorney disciplinary related actions.
- As Assistant General Counsel, my duties related to the entity's legal matters provide advice and guidance related to legal interpretations and .
- Additionally, developed and also delivered training presentations for the Board of Directors and also department and agency-wide presentations.

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CONTACT DETAILS

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SKILLS

Microsoft Office, Adobe Acrobat.

LANGUAGES

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

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

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

Education

Juris Doctor - (Nova Southeastern University)