

JOHN PROFESSIONAL

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EXPERIENCE

LEGAL COUNSEL, ABC ASSOCIATES

2021- PRESENT

- Evaluated the adoption of suitable software to streamline the function, including a legal spend management software which reduced the cost of legal as a percentage of the revenue by 8% with more insights into the processes that were redundant.
- Worked closely with the sales team to structure the manuals for sales training avoiding the need for consulting legal on each deal, bumping up the number of closed businesses by 10% week on week.
- Adopted no-code, modular AI-powered applications to streamline contract management, compliance and intellectual property management which increased the company scorecarding by 50% and better insight into problems before they arise.
- Initiated central storage of documents focusing on discoverability and search which minimized accounts receivables by 30% due to ease of tracking contractual relationships.

SKILLS

Google Suite

- Advanced proficiency using Google Sheets for data analysis and visibility on the key performance indicators resting in the legal department.

Tableau

- Data visualization to gain more insights while enabling collaboration with other cross functional teams.

EDUCATION

Bachelor of Laws, MASOMO UNIVERSITY

September 2015- April 2019